MINUTES
of
PROCEEDINGS
THIRTY-FOURTH
ANNUAL CONVENTION

PAA OF

Photographers'
Association
of
America

Eleven Pictures

SELECTED FOR THIS RECORD FROM
THE GENERAL EXHIBIT AT
THE ATLANTA, GA.,
CONVENTION
of the P. A. of A.

The Jury

G. HANMER CROUGHTON, ROCHESTER, N. Y.
RYLAND W. PHILLIPS . PHILADELPHIA, PA.
JOS. KNAFFL . . KNOXVILLE, TENN.

The Eleven Pictures

ARE BY

JOSEPH KNAFFL.....KNOXVILLE, TENN.

DUDLEY HOYT.....NEW YORK CITY

E. H. WESTON.....TROPICO, CAL.

B. FRANK MOORE.....CLEVELAND, OHIO

H. C. MANN.....NORFOLK, VA.

FOSTER STUDIO.....ARCADE, BALTIMORE, MD.

PIRIE MacDONALD.....NEW YORK CITY

HOMEIER & CLARK.....RICHMOND, VA.

J. W. PORTER.....YOUNGSTOWN, OHIO

HUBERT BROTHERS.....BUFFALO, N. Y.

CLIFFORD NORTON.....CLEVELAND, OHIO

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"THE FLOWER SELLER"

By JOSEPH KNAFFL
Knoxville, Tenn.

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MINUTES

Photographers' Association of America

1914

Photographers' Association of America

MINUTES

OF THE

PROCEEDINGS

34TH ANNUAL CONVENTION

JUNE 15·16·17·18·19·20, 1914

ATLANTA, GA.

MANLY W. TYREE *President*
RALEIGH, NORTH CAROLINA

W. H. TOWLES *First Vice-President*
WASHINGTON, D. C.

HOMER T. HARDEN *Second Vice-President*
WICHITA, KANSAS

L. A. DOZER *Treasurer*
BUCYRUS, OHIO

JOHN I. HOFFMAN *Secretary*
WASHINGTON, D. C.

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Proceedings of the Thirty-Fourth Annual Convention of the Photographers' Association of America

Held at Atlanta, Georgia, Week of June 15th, 1914

Opening Session, Monday, June 15, 1914, 2 P. M.

By President Tyree: I will now call the Thirty-fourth Annual Convention to order, and will ask you to arise while H. A. Earp will invoke God's blessing on this meeting.

By Mr. Earp: Oh, Lord, our Father, our God, whom we magnate and adore, we ask thy blessing in thy holy name, because of the loving kindness and tender mercies of our dear Father. Our dear Heavenly Father, we would ask thy blessing. We ask that thou be with us in our deliberations and in everything we do. We ask now, our dear Heavenly Father, that thou bless each and every one of us, and guide us, and lead us, and direct us, and finally save us in Heaven, for Christ's sake. Amen.

By President Tyree: I will ask Mr. Goodhart, of Atlanta, Ga., to introduce the man who is at the head of the affairs in Georgia—the Governor.

By Mr. Goodhart: *Mr. President, Ladies and Gentlemen:* Last Friday, when Manly Tyree arrived here, the first thing he asked me was, "Did you get the Governor?" I told him that I had not been able to get in touch with the Governor as yet, but not to worry about that, as the people of Georgia had the best Governor in the world, and I knew that all that was necessary for me to do was to go there the day before the convention opened and ask him, and if he was not going to be out of town he would come and give us an address of welcome. Therefore, when I went up there on Saturday and found there was a big crowd in his ante-room, I stated what I desired to his secretary, and was immediately ushered in; when I told him what I wanted he instantly came back and said it would be the pleasure of his life.

We do not call him the Governor—but Jack—Jack Slaton. So that will give you an idea of how good a fellow he is. Therefore, I take great pleasure and great honor in introducing to you the Hon. John M. Slaton, the Governor of the State of Georgia. (Applause.)

ADDRESS OF WELCOME.

GOVERNOR JOHN M. SLATON, OF GEORGIA:

Mr. President, Ladies and Gentlemen: I might have declined to welcome any other body, except the photographers, but that I am so much in their debt. I have been all over Georgia recently, and there has hardly been a town that I have gone to that some one, who was more truthful than complimentary, would say to me, "You are not half as good looking as your picture." So you see that I am indebted to the photographer's art for representing me as a handsome man, and necessarily I feel kindly toward the photographers.

The truth of the matter is, I think if I had had merely a photograph I might have gotten my wife a good deal earlier. As it was, I had to plead in person. And that reminds me very much of what happened the first day of a legislative session in Georgia a few years ago. The Western Union Telegraph Company had a large number of messages coming to the various members of the Legislature, and they had all kinds of trouble in getting the members located in the evenings. So the Western Union Telegraph Company sent word that they would like to know the night address of our members. And one fellow from the rural district said, "There now, Slaton," he says, "these corporations have been taking all our rights, and now they are interfering with our private affairs."

You know we cannot do anything now without having it told on us, and in such a way that the evidence is indisputable. You have the dictagraph that takes down what we say; then you have the photograph that takes the picture of what we are doing, and so we cannot have much freedom of action. You cannot dispute what your apparatus tells.

But then, I welcome you. I welcome you as the students of science and of art. As I sat next the Honorable Mayor of Atlanta, I thought, as I looked out at you, that there is not one person here who has not taken a photograph of some dimpled young girl, who was having it taken to send as a present to her sweetheart, and the photograph made her look her best. And there is not one here who has not taken the photograph of some young man, who loved some girl, somewhere, more than all the world together; and the photograph represented, to the best of the photographer's ability, that this young man possessed all the charms ever given to manhood. Now that, to me, is lovable.

In going to the homes of this State, I see upon the walls photographs. The head of the household will say, "This is the picture of my old mother," in whose countenance all the lines of sweetness and loveliness were shown to the best advantage. "This is a picture of a wife or a child." And it is your art, your business, which shows off all the features which are so dear to the observer.

In science, when a man falls and breaks a bone, you take a photograph. It is the photograph which shows the physician just where the bone is broken so he may properly treat it. The astronomer, when he wishes to tell the distance of the stars, appeals to the photographer.

I once read, when a painting was to be made of Oliver Cromwell, the painter wanted to know how to represent him. He wanted to know whether to leave in the lines on his face. The old man said, "Paint me as I am and leave in the lines that are there, which I got serving the country I love." There would have been no necessity of saying that if there had been photographs in those days, because the camera would have been accurate and truthful.

In fact, speaking of genuineness, if we could have had your art at the time when Marie Antoinette lived we could have preserved her likeness as she was then, and we would never have lost her beauty.

You are of service to the State because of your contribution to sentiment, because of your service to science, because of the accuracy of your art; and I welcome you to the State of Georgia on behalf of and representing three million people, each of whom welcomes the stranger within its gates. I welcome all of you and trust you will feel at home. (Applause.)

By President Tyree: We certainly appreciate the hearty welcome the Governor has given us, and I asked him if he would not stay with us for the meeting, but he states that he is to leave town this afternoon, and we were very fortunate, indeed, to get him to give us this splendid talk. So I am going to excuse him now. Mr. Harris, will you escort the Governor to the door. (Applause.)

By President Tyree: I want to ask Thurston Hatcher, of Atlanta, to introduce to you the man who is going to give us the keys of the city, so that we will not get into too much trouble—the Mayor.

By Thurston Hatcher: *Mr. President, Ladies and Gentlemen:* As chairman of the Local Entertainment Committee, I wish to add my word of welcome to you; and I want to say that we are going to do our best to make you have a good time, and I think that we will be perfectly able to do that; and when the week is over we all hope that you will be able to go home and be Atlanta boosters. We call this building the Auditorium or Convention Hall, but I think the real name of it is the Atlanta Booster Training School. That is what we had made it this year; and we have already turned out about one hundred thousand boosters.

I wish to introduce to you Mayor James G. Woodward, who will tell you what the city will do for you, and what a good time you will have. (Applause.)

GLAD HAND OF ATLANTA.

By Mayor James G. Woodward, of Atlanta:

Mr. President, Delegates to the Photographers' Association of America, Ladies and Gentlemen: It is a great pleasure for me to say that Atlanta extends to you a most hearty welcome. When I say that, it is not mere empty words. Atlanta is known as the convention city of the South, and she brags upon the fact that there is none too large for her to entertain, and we want you to feel that while you are in the city, if you don't run across members of your own organization who know, you are at perfect liberty to call upon any citizen for any information that you may wish.

You represent an organization, or profession rather, that possibly has made more rapid strides in the last fifty years than any I know. I call to mind the old Daguerreotype, and the many developments in the art up to the present time. You represent a profession that deals with all classes of our people; and there is none too rich or mighty, and none too humble (who has the price) but what will have his picture taken.

In your visit to this city, you come to a city that has been built, practically within the last forty years, and the main portion of it within the last fifteen years. You have selected a city for your meeting this year that represents more skyscraper buildings, fireproof steel structures, than any city of its size possibly on this continent—and nearly every one of them has been built within the last fourteen or fifteen years. In other words, you are visiting a city that is new, modern and up-to-date. You are visiting a city that has recently sent one of the largest conventions of any kind, anywhere, away from here with the loudest praise for Atlanta. Possibly some of you were in that delegation. I have reference to the Shriners. It is recognized that any city that can take care of the Shriners can take care of any convention that wishes to meet.

We want you to feel at home while you are here. It is of no use for me to go through the formality of extending the keys of this city to you, for they are yours; not only officially, but we want you to feel that it is also to the homes of the people of this city—that you are welcome in reality. There is no empty formality, but a glad feeling that the people of Atlanta entertain for the stranger that comes within her gates. We are glad to have you with us.

May your convention, through its deliberations with the business for which you have come together, prove creditable, may you return to your families and your loved ones in health.

Allow me again, and in conclusion to say, that the gates and keys of Atlanta are open to you: and if you do not see what you want, ask for it. (Applause.)

By President Tyree: I will ask Ben Larrimer, of Marion, Ind., to respond to the glad welcome extended to us by the Governor of Georgia and the Mayor of Atlanta.

By E. H. WESTON
Tropico, Cal.

RESPONSE.

By Past President Ben Larrimer:

Mr. President, and Your Honor, and my Friends: A very few days ago I received a characteristic letter from our President, saying: "Dear Ben: I have asked you to respond to the address of welcome to be given by the Governor of Georgia and the Mayor of Atlanta, and I want you to do your durndest."

Tyree, of course, knew that I could not make a speech, and I believe I am bright enough not to try. I am going to talk but a minute.

I see a gentleman out in the middle—Mr. Houser—whose persuasive language brought the convention to Atlanta. This is the only time it has ever been south of the Ohio River. There seems to be a prejudice against going South, largely on account of the hot trip and the hot weather; and I will assure you that Mr. Houser and Mr. Hicks made us believe in Kansas City that Atlanta was perhaps the coolest spot in the Western Hemisphere.

Now, Mr. Honorable Mayor, I want to assure you, while this body does not compare in size to the Shriners, yet we are earnest; we are here to help ourselves and to help others. We are going to try to behave ourselves.

We like the city—at least I do. As I stepped out on Peachtree Street I saw the beautiful peaches in adornment. (Laughter.) I, as well as the rest of us, can feel a deep sympathy for the blind.

The State of Georgia, the State that produced—I believe this city was the home of one of the most humane writers in American history—I refer to Joel Chandler Harris. And another man, perhaps more widely known at present; any State that produces a man like Ty Cobb is "some" State. The President agrees with me, because he saw him knock a home run in Philadelphia three weeks ago.

Now, my dear friends, we are here for business, and I would like to say just a word about the innovations to be tried during this meeting. We now have a Secretary whose business it is to devote his entire time to attempting to boost this Association. I may not have another opportunity to say this, but the members in this territory who have joined the Association since it has come to your doors, owe it to yourselves and to your profession, and to the good of the Association to keep your membership up. That is the business part of this. (Applause.) Some time we may come back; as far as I am concerned, I hope so. I would like to give my friend Houser a chance to prove that he is not a liar about this weather.

Now I really don't know what the balance of this program is; I believe that I have carried out, to the best of my ability, the instructions of the President and "did my durndest." And I thank you for your attention.

By President Tyree: Well, Ben can make a very good speech if he wants to, and I believe I had the goods to make him do it.

I would like to have the reading of the communications.

By Secretary Hoffman: (Applause.) *Mr. President:* I know we are going to have a great convention here because there is a spirit in the air that is going to make it a grand convention.

We have here a great many communications that came in, and the President has asked me to read two or three of them that we want every one to know about. Mr. Townsend, who was President of the Association last year, finds it impossible to come and sends this communication:

"Des Moines, Iowa, June 13, 1914.

"Mr. Manly W. Tyree,

"Atlanta, Georgia.

"*My Dear Manly:* Owing to physical condition can't attend; but my heart is with you all, and I trust you will have another rattling good convention. Here's wishing you success in every way.

"Chas. F. Townsend, P. P."

Here is one from H. O. Bodine, who has been attending the convention for years:

"New York, June 15, 1914.

"Mr. Manly W. Tyree, President,

"Photographers' Association of America,

"Hotel Ansley, Atlanta, Ga.

"I would appreciate it if you would convey my best wishes to my friends among the officers and members of the Association and express to them my regret for being unable to be with them during the convention, which I trust will be the largest, the best and the most enthusiastic of any in the history of the Association. I shall try to be with you next year wherever you meet.

"H. O. Bodine."

By President Tyree: In the past I believe the correct form was for the President to make you an annual address. I am going to fool you. I am going to have what I have to say in our Association Record, which comes out thirty days after the convention, and which you will receive. That will save you from sitting in this hot room listening to me talk. It will save me the feeling of looking into your faces and knowing you are thinking, "I wish to Heaven he would stop." It will save your time, because if you don't want to read what I have to say in the Association Record you can forget it, and I will never know anything about it.

I want to say this: That I am in a very peculiar position to-day; that of being the only Southern boy to occupy the chair of P. A. of A., and it so happened to be my good fortune, when I was selected, that the convention, for the first time in thirty-four years, after continued hard work on the

part of many Southern delegates, is meeting in the heart of the Southland, and you can imagine how good I feel that this honor has been conferred on me as a Southern boy.

For just a moment I want to call your attention to the program. We have tried very hard to get a program that will give you something to take home with you, something that you can apply to your every-day business, something that means improvement in yourself, and work which means dollars in your pockets. The men who will give you these instructions are men who are able to impart this knowledge to you. We have with us Dudley Hoyt, of New York, and Howard D. Beach, of Buffalo, N. Y.; Emme Gerhard, of St. Louis, and W. O. Breckon, of Pittsburgh, Pa., who will conduct demonstrations on negative making. They will do everything they can to make these demonstrations so clear and plain that you can understand their methods of working.

And Fred G. Quimby, the painter for Sprague-Hathaway Company, is with us. You know him by reputation, as pictures painted by him have been hung in the best galleries throughout the country. He is one of those men who are able to take your photograph and perfect it with the proper coloring and touches, and make it of increased value. You want to see that by all means.

Ask any questions you wish, about anything you want to know, of any of the demonstrators. The idea of this whole program is to give you something that you can take home with you.

Miss Kate Cameron Simmons is to give you three lessons. Her first will be: Lessons in art principles; photography as a fine art; line, and dark and light arrangement. Her second lesson will be: Principles of composition applied to dark and light photography; unity through subordination; balance, rhythm. Her third lesson will be: Principles of composition applied to line in photography, the photographer as a creative artist; self-expression.

C. H. Claudy, of Washington, D. C., will tell you something new about photographs for publication. It will be a new field for you in your own town. Mr. Claudy has some seventy slides of pictures, and when he explains these slides you will find you have a new field at home.

PRESIDENT'S ADDRESS.

My Dear Friends:

I greet you and welcome you. Although the officers and others interested have been preparing for this convention for many months, now that we are actually holding the opening session on this beautiful June morning and now that a Photographers' National Convention is being held in this great city of Atlanta, situated in the heart of the Southland—it is very hard for me—having watched the plans of this convention mature—plans molded from a widely scattered and confused mass of ideas into a more

systematic business, so that at last the gavel has fallen opening this, the Thirty-fourth Annual Convention of the Photographers' Association of America.

My heart is pulsating with happiness, and I am glad to see so many of you at this convention. For to me it is a testimony that you had faith in the Association, faith that brought you to leave your home and business in order that you might mingle with your fellow-craftsmen for a week and learn from this close and intimate personal contact "who is who" and what is being done in the photographic world of which you are a part.

This convention is yours. The manufacturers and dealers have not been stingy with either time or money, and have arranged, for your interest and pleasure, beautiful and magnificent displays, showing you the results of ideas in making for you more perfect instruments with which to work your skill. I believe that I can truthfully say that I never saw a more complete and attractive manufacturers' exhibit, and I am proud, indeed.

The dominant idea of the officers in preparing a program for this convention was that it should be complete in the matter of instruction, covering as nearly as possible the different fields of photographic progress—to give you something in the way of demonstrations, lectures, etc., that would be of real every-day value to you after you get home. If this program be carried out as we hope and expect, I believe that you will be satisfied, and the time and thought that it has taken to do this has been well spent, the long, weary, anxious hours of planning for this event will be changed from hours of worry to hours of pleasant memories.

This convention should accomplish many good deeds. This is the first time that the southern photographer has ever been given the opportunity of visiting a National Convention in a representative body, on account of the meetings being held heretofore in cities so far from their respective homes. In other words, the South has long needed a convention held within its borders, so that all Southerners engaged in the art of photography could meet and learn the true meaning of the get-together spirit and of that co-operation which can only exist among people who are engaged in the same pursuit of life. I feel that when the week is over you will all go to your homes, not only with knowledge gained, but with the more kindly feeling of good-fellowship—a better understanding of each other.

The photographer who is doing business in the same town as you is in reality your best friend in a business way, if you would only come to understand him better, for after you get acquainted with each other, by this understanding you can help to boost prices, also to stimulate your public into wanting photographs, which means that all will be doing better business and automatically stop all cut-throat competition that destroys profit. Oh, if this true doctrine would only sink deep into our minds, what a change for the better it would be for all! This is a simple truth, but it seems a strange and true fact that the simplest truths are the hardest for us to grasp.

In creating the P. A. of A. the photographers wrought a wonderful instrument for the betterment of their profession. It is an organization that will assist us in every way, therefore we should give to this Association our loyal support—and I do not mean by this that when you pay your dues every year that you shall feel that your duty is done, but that you should give thought and time, if necessary, so that all can co-operate in making the Photographers' Association of America bigger and stronger, so that it will fulfill to the last letter the principles upon which it is founded. The Association has accomplished much in the past and my hat is off to the faithful workers who have shielded and nursed this organization through its experimental stages. You are now enjoying the fruits of their labors, the results of which is this Thirty-fourth Annual Convention, the program of which is before you. I hope that in your opinion this convention proves profitable. This is the last time, as President, that I shall make you an opening address. I am adding my little mite to the Photographers' Association of America and I hope that it will be one tiny cog, at least, in this great wheel of progress—then shall I take my place in the ranks satisfied.

I thank you.

By President Tyree: I will now announce the committee appointments:

On Legislation.—R. W. Holsinger, Charlottesville, Va.; George W. Harris, Washington, D. C., and Ben Larrimer, Marion, Ind.

Membership and Credentials.—Waller Holliday, Durham, N. C., and Joseph Knafft, Knoxville, Tenn.

Applied Ethics.—Ben Larrimer, Marion, Ind.; Homer T. Harden, Wichita, Kans., and Emme Gerhard, St. Louis, Mo.

Progress of Photography.—J. L. Cusick, Louisville, Ky.; L. G. Studebaker, Kansas City, Mo., and C. W. Cole, Danville, Va.

Foreign Affairs.—Pirie MacDonald, New York City; Eduard Blum, Chicago, Ill., and D. P. Thompson, Kansas City, Mo.

Nominating Committee.—Ben Larrimer, Marion, Ind.; George W. Harris, Washington, D. C.; W. S. Lively, McMinnville, Tenn.; Waller Holliday, Durham, N. C., and E. E. Doty, Battle Creek, Mich.

Selection of Next Place of Meeting.—George G. Holloway, Terre Haute, Ind.; B. Frank Moore, Cleveland, Ohio; Herbert B. Medlar, Woodstock, Ill.; George W. Topliff, Binghamton, N. Y., and Harry M. Fell, Rochester, N. Y.

(This was followed by the calling of the delegates from the several States, but as the list had to be revised the same is omitted here, and may be found on the pages of the proceedings of the Congress of Photography.)

Now those delegates who have not received their credentials will get them in the morning about 9 o'clock. The opening session of Congress will be at that hour, and every one is invited to this meeting. All active mem-

bers are invited; you ought to be there, because there will be some important legislation which means advancement and progress. Nobody can vote excepting the delegates. Your State is represented, and you can talk to your delegates, and you can talk for yourself. If you want a voice you can get it.

By Mr. Cole: As I understand it, the question is now discussed before the body, and then taken before the Congress.

By President Tyree: No, sir; the body has nothing to do with it, except through their delegates. If you want anything you can speak to your delegate. If you want to talk in Congress you can ask my permission and I will be glad to recognize you. This was to do away with all this unnecessary, long, hot-air work that some of our fellows get into in our meetings, and then when we are through we haven't done anything. We now expect to go through with this in a business-like manner. What is good we will adopt, and if it isn't good we will kill it, and kill it quick.

(President makes announcements of social features.)

By President Tyree: We are going to adjourn in a few minutes, but I want to introduce a young fellow who is now located at Bucyrus, Ohio, who is now in the new position that was created last year in Kansas City. It is the most progressive move we have ever made, in order to have an association that will be of benefit to you, not only at the convention, but for every day in the year. This young man has been in office six months. He has worked hard, and you have heard from him.

I want to introduce him to you personally. I want you to get acquainted with him. You will find that he is tall, long and big enough to hang all your troubles on. If you are looking for a printer he will help you; if you are in trouble, he will help you. I take great pleasure in introducing to you our new Secretary, John I. Hoffman. (Applause.)

By Secretary Hoffman: The President was exactly right when he said that I wanted to meet every one of you. I want to get acquainted with you, and I want, if possible, to find out a way whereby the National Association can be of service to all and every one of you twelve months in the year. (Applause.)

By the way, as you come into the hall, you are asked to sign your name on a little piece of paper. We are doing that for the purpose of getting the names and addresses of every one who attends this convention in order that we can send to you the *Association News*—a sixteen-page magazine. I want to ask, how many have received the May and June issues of the *Association News?* Hold up your hands. How many have not? We sent out thirteen thousand copies, and this will be a sort of a test to find out how accurate our mailing list is. It must be revised we know, but we want you to get this little magazine all the time, and find out what we are doing for you.

It is going to take a great deal of co-operation to build up the Association. No one man can do it alone, but we must work together, and by that means we can build up a wonderful organization.

I want to meet you and I want to talk over the Association with you; and if in any way the Association can be of any service to you, I want you to tell me about it. I thank you.

By President Tyree: I want to hold you about two minutes. There is one real good thing that I had forgotten. Mr. Towles called my attention to it. I am going to ask Mr. Towles to tell you about it. (Applause.)

By Mr. Towles: Friends, we have a real treat for you to-morrow. I did not want it to be overlooked. We are going to give you the opportunity to-morrow of seeing in person a young lady who has entertained, no doubt, every one of you, very pleasantly and frequently in your own town on the screen. We have been fortunate enough to secure the services of little Mary Fuller for our demonstrations to-morrow here.

By President Tyree: She is the queen of the moving pictures. If there is no other business we will stand adjourned.

Friday Morning Session, June 19, 1914

10.30 o'clock

By President Tyree: The meeting will please come to order.

On account of the length of time that you were held in the hall yesterday, we postponed the talk and entertainment to be given by us and that was on the program at 12 o'clock by Howard D. Beach, and I am glad to say that we will have time to hear this talk this morning.

Now I take great pleasure in introducing to you Howard D. Beach, of Buffalo, N. Y.

PHOTOGRAPHY AND POETRY.

By Howard D. Beach, Buffalo, N. Y.:

There is a kind of photography that is, or should be, classed among the fine arts. It is the kind that is governed by the same rules that must be applied in painting and in sculpture; and as all of the fine arts, namely, poetry, painting, sculpture, architecture, music, eloquence and the drama, are closely related, we often compare their various qualities; for instance, music has color; pictures have tone; poetry is alive with pictures and music. Now we are interested to know that pictures often have many of the qualities of poetry. This is just as true of the photograph as it is of any other picture.

The word photography has come to be a general term, including several branches, which range all the way from scientific, or very exact photography, to kodakery. Still the great mass of photographs might be likened to the kind of prose that is very matter-of-fact, pictures that show the undeniable existence or reality of the subject.

The nurse girl, too, was matter-of-fact when the fond mother advised the use of a thermometer to ascertain the temperature of the water for baby's bath. Bridget declared against it, saying: "I don't need a thermometer, mum; if the little man turns red, the water's too hot; if he turns blue, the water's too cold, and there you are." Now the extensive field covered by the photograph is conceded to it because, almost no matter how one comes by the result, it can be said with some certainty, "there you are."

However, the photographs that I wish to speak of now, those that can have anything in them of a poetical quality, are of the pictorial class. This class includes portraits and genre pictures, landscapes, marine and decorative pictures.

Suppose that, in order to get a little closer to the topic, we freshen our minds on what constitutes poetry.

By CLIFFORD NORTON
Cleveland, Ohio

A very estimable friend of mine expresses it this way: "Poetry differs from prose in these respects: 1. The subject matter of poetry must be intrinsically beautiful, and must appeal to the imagination and the emotions. 2. The expression of the thought must be in melodious and metrical language. 3. The form must be artistic and must have for its first object, to please. Prose often meets one or two of these requirements, but never meets all three of them."

You surely have noticed how well these rules for poetry apply to the kind of pictures we have in mind. Intrinsically beautiful! Appeal to the imagination and emotions! Artistic in form! And must have for its first object, to please! Metrical! And we might almost lay claim to melody.

To take up the first item, "intrinsically beautiful," the little poem by William Watson might well be considered the artist's creed. It is this:

"I follow beauty; of her train am I;
Beauty, whose voice is earth and sea and air;
Who serveth, and her hands for all things ply;
Who reigneth, and her throne is everywhere."

However, a picture might be beautiful to a degree and yet not poetical. Beautiful in subject, but not poetically beautiful; beautiful in spots, but not as a whole; beautiful in color, but false in other respects. Pictures must have unity, and unity comes from feeling. Poetical pictures must lead the imagination into action, they must stir the emotions, and emotion is the most fascinating thing in art, though the most difficult to define.

There is a painting at the Albright Art Gallery in Buffalo, by Charles Melville Dewey, in which the poetic characteristics are exceedingly strong. There are few objects in the picture. Trees and a brook are vaguely portrayed, and the moon is a little above the horizon. But the picture breathes a perfect melody of stillness. One, after concentrating his mind upon it for a few moments, is loath even to whisper for fear he is disturbing the serene and wondrous atmosphere. It is only occasionally that such pictures are produced in any medium, whether in painting, photography or any other process. Therefore, do not become discouraged if you have not yet attained to this height, but study, and ponder, never mind what people say concerning your work, think within yourself and the result will be a part of you; it will possess originality.

Now, while we are on this phase of the subject, let me tell you a secret. One of the best times to get a landscape picture containing a great sense of mystery, is the witching hour of day when night is busily engaged in spreading her slumber-robe. It is the time between daylight and darkness, when, for a very few minutes only, Nature seems to be off her guard, and will not surmise she may be sitting for a picture.

Go with me into the meadow. The light is rapidly growing dim. The clouds in the West are losing their crimson tinge; a stillness pervades the

scene. Trees, bushes and smaller bits, that would be void of pictorial interest, could we distinguish every detail, are huddling themselves together like drowsy sheep, and welding their divergent shapes into huge and interesting masses.

Or shall we go to the swamp? Here Nature spreads first her white covering of mist, out of which rise strange notes of birds, with the whirring of their wings; the splashing and chirping of frogs, and the suction of air underneath the bogs on which we stand. "But," you say, "these things would not come into the photograph." No, perhaps not, yet we become so imbued with the spirit of the thing that any picture that we desire to take will breathe with a feeling akin to the feeling that is stirred in our souls. Dawn, too, is full of imaginings, but here we have the difference of the dewy masses separating themselves into smaller and smaller groups, as the light increases. Of course a long exposure is required, and as a result only one or two pictures can be made in one excursion. Still, have we not said that only occasionally a wonderful picture is made, and who would not be accredited with one?

I would not have you think that dawn and dusk are the only hours for the making of poetical pictures; nor must you think that vagueness and indictinctness are indispensable properties. Pictures that are made right out in the open light may fairly sing with poetic feeling, but these pictures are, if anything, even more difficult to produce. A very important point, as you know, about a real picture is this: There must be no discordant lines to carry the eye away from the point of interest, and strong light is very apt to produce many of these lines, and with the result that undue emphasis is given to the less important parts of the picture.

Now, the real artist is able to direct the eye of the spectator to any part of the picture at will. Through a succession of lights and shadows and points of interest he can carry the gaze of the observer to any part he wishes. In this way he can tell his story, give his interpretation of the subject and impress the observer as he was impressed upon first beholding the scene. That is true art, and poetic art must needs be true art.

In portraiture these rules apply with equal if not with greater force. The intensest feeling should guide the placing of every light and shadow, every mass and detail. Take advantage of the so-called accidentals, they help wonderfully in alleviating the stiffness; see that the picture is full of vibration. Every part of it must vibrate, must seem alive; good poetry never has dead lines, every word is built into the structure with a purpose. So in picture making, every line must have its mission, its purpose.

Portraits may be poetical and yet strong, and of strong and sturdy subjects; some of the greatest characters in history we know best through poetry. The picture that conforms most closely to poetical ideas will live the longest, because it will embrace the highest ideals in art; it will be consistent; it will appeal to the imagination; it will be handed down from generation to generation.

Now let us recapitulate. We must assume that the highest type of photograph, highest from the art standpoint, is one which has in it some poetic feeling.

We have found that poetic feeling is generated first through the beautiful. In picture making we would produce beautiful lines, beautiful tones and values; William Watson has told us that beauty's throne is everywhere, so that subjects are unlimited. Our poetical picture must appeal to the imagination and the emotions; that is to say, it must make us think and feel, it must take hold of us, not alone because the subject may be dramatic, but the illusion, the delineation itself must make our pulses throb in some degree, as music sweeps all our senses into one appreciative ensemble.

I cannot tell you just exactly how to produce such a result, but this much is certain, unless at the time of taking the picture you feel all that I have described, your result will not be poetic except by mere chance.

Take then your camera, and know that within its darkened chamber is contained a God-given power to reveal truth, to interpret beauty, to express thought in a melodious and metrical language, unencumbered by words, a language that all people of all nationalities may understand.

John Keats, in the opening lines of his Endymion, has given us some of his most sublime thoughts on beauty.

"A thing of beauty is a joy for ever:
Its loveliness increases; it will never
Pass into nothingness; but still will keep
A bower quiet for us, and a sleep
Full of sweet dreams, and health, and
quiet breathing."

Yet in picture making we cannot always get into the mood.

Thomas Bailey Aldrich cites an example in a monologue poem of the perversity of the artist's spirit. The poem is entitled, "In an Atelier."

"I pray you, do not turn your head;
And let your hands lie folded, so.
It was a dress like this, wine-red,
That troubled Dante, long ago.

You don't know Dante? Never mind.
He loved a lady wondrous fair—
His model? Something of the kind.
I wonder if she had your hair!"

Robert Browning gives us a hint as to how to select and how to paint a subject. Browning had a great appreciation for pictures. His poem is entitled, "A Face."

If one could have that little head of hers
Painted upon a background of pale gold,
Such as the Tuscan's early art prefers!
No shade encroaching on the matchless
mould
Of those two lips, which should be opening
soft
In the pure profile; not as when she
laughs,
For that spoils all: but rather as if aloft
Yon hyacinth, she loves so, leaned its
staff's
Burthen of honey-colored buds to kiss
And capture 'twixt the lips apart for this.
Then her lithe neck, three fingers might
surround,
How it should waver on the pale gold
ground
Up to the fruit-shaped, perfect chin it lifts!
I know, Correggio loves to mass, in rifts
Of heaven, his angel faces, orb on orb
Breaking its outline, burning shades absorb:
But these are only massed there, I should
think,
Waiting to see some wonder momently
Grow out, stand full, fade slow against
the sky
That's the pale ground you'd see this
sweet face by),
All heaven, meanwhile, condensed into
one eye
Which fears to lose the wonder, should it
wink.

Now if the painting just described could be replaced by a photograph of a dusky face, perhaps in some respects not less beautiful, let us see what the effect might be on the young lady's lover. Paul Lawrence Dunbar has given us a sketchy poem entitled, "A Photograph."

See dis pictyah in my han'?
Dat's my gal;
Ain't she purty? goodness lan'!
Huh name Sal.
Dat's de very way she be—
Kin' o' tickles me to see
Huh a-smilin' back at me.

She sont me dis photygraph
Jes' las' week;
An' aldough hit made me laugh—
My black cheek
Felt somethin' a-runnin' queer;
Bless yo' soul, it was a tear
Jes' f'om wishin' she was here.

Often when I 's all alone
Layin' here,
I git t'inkin' 'bout my own
Sallie dear;
How she say dat I 's huh beau,
An' hit tickles me to know
Dat de gal do love me so.

Some bright day I 's goin' back,
Fo' de la!
An' ez sho' 's my face is black,
Ax huh pa
Fu' de blessed little miss
Who 's a-smilin' out o dis
Pictyah, lak she wan'ed a kiss!

Long before photography was discovered pictures were of great interest, especially to the little ones. Dunbar has expressed himself concerning a different art: "At Candle-Lightin' Time."

When I come in f'om de co'n-fiel' aftah wo'kin' ha'd all day,
It's amazin' nice to fin' my suppah all erpon de way;
An' it's nice to smell de coffee bubblin' ovah in de pot,
An' it's fine to see de meat a-sizzlin' teasin'-lak an' hot.

But when suppah-time is ovah, an' de t'ings is cleahed away;
Den de happy hours dat foller are de sweetes' of de day.
When my co'ncob pipe is sta'ted, an' de smoke is drawin' prime,
My ole 'ooman says, "I reckon, Ike, it's candle-lightin' time."

Den de chillun snuggle up to me, an' all commence to call,
"Oh, say, daddy, now it's time to mek de shadders on de wall."
So I puts my han's togethah—evah daddy knows de way,—
An' de chillun snuggle closer roun' ez I I begin to say:—

"Fus' thing, hyeah come Mistah Rabbit; don' you see him wo'k his eahs?
Huh, uh! dis mus' be a donkey,—look, how innercent he 'pears!
Dah's de ole black swan a-swimmin'—ain't she got a' awful neck?
Who's dis feller dats a-comin'? Why, dat's ole dog Tray, I 'spec'!"

Dat's de way I run on, tryin' fu' to please 'em all I can;
Den I hollahs, "Now be keerful—dis hyeah las' 's de bugaman!"
An' dey runs an' hides dey faces; dey ain't skeered—dey's lettin' on:
But de play ain't raaly ovah twell dat bugaman is gone.

So I jes' teks up my banjo, an' I plays a little chune,
An' you see dem haids come peepin' out to listen mighty soon.
Den my wife says, "Sich a pappy fu' to give you sich a fright!
Jes, you go to baid, an' leave him: say yo' prayers an' say good-night."

By President Tyree: I will ask the Secretary now to give you the minutes and proceedings of the Congress, that you may know what we have done.

(The stenographer here read the condensed minutes of the proceedings of the Congress of Photography, together with all resolutions passed. These are set out in full in the transcript of the proceedings of the Congress, and would be mere repetition here.)

By President Tyree: As chairman I ask this convention to adopt these proceedings. I would like to have some one put a motion to that

effect. While I know it is not necessary, I would like to get your endorsement.

By President Tyree: The next on the program is the presentation of life membership to Past President Charles F. Townsend, of Des Moines, Iowa, by Past President George Graham Holloway, of Terre Haute, Ind. We read to you at the first meeting a letter from our esteemed past president, Mr. Townsend, stating that his health is in such condition that he is unable to be present, and we are very sorry indeed that he cannot be with us to receive this certificate.

We will have the report of the Committee on Nominations.

By Mr. Larrimer (of Indiana): Mr. President, I have the report of the Nominating Committee appointed by you. This was decided upon yesterday and sealed and put into my care and is directed to our Secretary, Mr. Hoffman, but I will hand it over to you sealed as I got it.

President Tyree reads report as follows: We, the Nominating Committee, beg to submit the following report:

For President, Will H. Towles, Washington, D. C.

For First Vice-President, L. A. Dozer, Bucyrus, Ohio.

For Second Vice-President, Ryland W. Phillips, Philadelphia, Pa.

For Treasurer, R. W. Holsinger, Charlottesville, Va.

(Signed) Ben Larrimer,
J. E. Giffin,
Waller Holliday,
E. B. Core,
George W. Harris.

By Mr. Harris (of Washington, D. C.): I move that the report be adopted and the committee discharged.

(Motion seconded, put and carried.)

By President Tyree: You are now to vote on each officer. For President, Will H. Towles, of Washington, D. C.

By Mr. Cole (of Virginia): I move that the nominations be closed, the rules suspended and the Secretary instructed to cast the unanimous vote of the Association for Will H. Towles for President.

(Motion seconded, put and carried; and the secretary cast the vote as directed, amid applause.)

Mr. Towles, President-elect: (Applause.) Friends, I want to express my appreciation for the confidence you have expressed in electing me to the highest office within your gift; and I assure you at the same time that I am not unmindful of the responsibility and the labor that is connected with it, and ask you for your hearty co-operation. This is no one man's convention, nor is it a board's convention. This board is merely your business manager, and we must have your support; and I want you to all feel that

you are a vital part of it. I want you to give us your suggestions and help us in every way you can. I thank you. (Applause.)

By President Tyree: The next is for First Vice-President, L. A. Dozer, of Bucyrus, Ohio.

By Mr. Lively: I move that the nominations be closed.

(Motion seconded, put and carried.)

By Mr. Cole (of Virginia): I move you that the Secretary be instructed to cast the unanimous vote of the Association for Mr. Dozer as First Vice-President.

(Motion seconded, put and carried; and the secretary cast the vote as directed, amid applause.)

By Mr. Dozer, First Vice-President-elect (continued applause): *Mr. Chairman and Friends:* That is certainly fine. A good many years ago, in the early history of our country, there was a man who said that he would rather be right than be President. Now, my friends, I will admit to you that I do not feel real good this morning. I am not as happy as I might have been, but I feel this way about it, that I am going to work for the best interests of this Association. I am going to do the thing that I think is the proper thing for me to do. I am going to say right now that I am going to take my friend Towles' hand (applause) and we will pull and work together for you. I am going to work with him this year. I am going to accept the office, and I am going to do to the best of my ability all the work I can in assisting Mr. Towles to make the next convention the best we have ever had. (Applause.)

By President Tyree: For Second Vice-President, Ryland W. Phillips, of Philadelphia, Pa.

By Mr. Shriever (of Pennsylvania): I move that the nominations for Second Vice-President be closed.

(Motion seconded, put and carried.)

By Mr. Cole (of Virginia): I also move that the Secretary be instructed to cast the unanimous ballot of the Association for Ryland W. Phillips as Second Vice-President.

(Motion seconded, put and carried; and the secretary cast the vote as directed, amid applause.)

By Mr. Phillips, Second Vice-President-elect: *Ladies and Gentlemen, Members of the P. A. of A.:* I have, for a long time, been in the work of conventions, and the work of conventions is to help photographers. It has been my desire to help them and to receive help myself. I have never felt that my field of action was on the Board of the National Association, but this year it has been pointed out to me that it might be possible that I could do some good, and I therefore consented to allow my name to stand, if there was no one else to take the place. I want to thank you very heartily for electing me to this position; and I assure you that I will do everything in my power to further the interests of the P. A. of A. and represent every photographer under that banner, building up, if possible, to double the size of the

organization, and to treble the size of the organization, until we will have an organization in which we will find all photographers doing the best work they know how. This I say because I have seen in the last few years a number of photographers that I do not believe were doing the best they knew how.

And I hope my part on this Board can be the part which I have tried to play heretofore, of helping the little man up and boosting the big man upper. I thank you. (Applause.)

By President Tyree: For Treasurer, R. W. Holsinger, of Charlottesville, Va. (Applause.)

(It was moved, seconded, put and carried that the nominations be closed.)

By Mr. Cole (of Virginia): It gives me great pleasure to move that the Secretary be instructed to cast the unanimous ballot of this Association for R. W. Holsinger as our Treasurer. He is succeeding a mighty good man. (Applause.)

(Motion seconded, put and carried, and Secretary cast the vote for Mr. Holsinger for Treasurer, amid applause.)

(Mr. Holsinger goes to the stage amid continued applause.)

By President Tyree: I know you will pardon me. Mr. Holsinger and I were sent to Milwaukee as delegates from the Virginia-Carolina Association at the second Congress of Photography. This was where Mr. Holsinger began to fight for the Association—at Milwaukee. Before that we were on the Virginia-Carolina Board together for two or three years, and we have been very closely associated, so you can understand how happy it makes me to know that our good friend, R. W. Holsinger, can use his talents in a bigger field and help this Association which he holds so close at heart. (Applause.)

By Mr. Holsinger, Treasurer-elect: I thank you for the honor you have bestowed upon me this morning, and I realize that it is up to me to show that you have honored yourselves by electing me. I have refrained from making speeches at this convention, as I have been feeling pretty badly and was sick for ten days before I left home. But really, as the Irishman says, this makes me feel very nearly better.

I assure you that I appreciate the difficult task that I will have in succeeding a man like Mr. Dozer. He has made an ideal Treasurer.

And I would also like to say that I believe in co-operation, and I have been pleased with the co-operative spirit that has existed all through this convention. Perhaps you have made a mistake in your Treasurer, but I will try to show you that you did not. I know you didn't in the rest of them. We are going to work together on this Board for the good of the Association, knowing that the other members of this Board have the welfare of their co-workers at heart. I assure you that we will try to give you a convention that will uplift the Association. And with the assistance of the Secretary, who has made a magnificent Secretary in the time that he has been in office

(applause), I will guarantee that in a few years from now you will be surprised with the conventions that we will give you. I thank you.

By President Tyree: Mr. Harris, of Washington, D. C., is going to leave, and he wants to say just a word.

By Mr. Harris (of Washington, D. C.): I want to make just one announcement before I leave. "Papa" Cramer is real sick this morning. He is a little bit worse than he was last night, and about the same as he was yesterday morning. They hope to start him on his way home at 4 o'clock this afternoon. The only thing that seemed to be in his mind was that he wanted to thank everybody for those beautiful flowers. He says to take back to you folks his blessing, and he is the most disappointed man in all this town that he cannot be with you. I am glad that I can deliver that message to you. I know we all hope to see "Papa" Cramer get home safely.

I am leaving in a minute for Texas. I am sorry I cannot stay with you, for if I were here I would insist that San Francisco be our next meeting place.

By President Tyree: We will have the report of the Committee on Resolutions.

By Mr. Beach: Whereas, It has come to our knowledge that "Papa" Cramer, our dearly beloved ex-President of the Association, has been confined to his room throughout our convention week;

Be it Resolved, That we transmit to him our sincere regret that he has not been able to meet with us, and express our heartfelt wish that his recovery may be speedy.

I move that this be adopted.

(Motion seconded, put and carried.)

By Mr. Beach: Whereas, In the opinion of all who have been fortunate enough and wise enough to be in Atlanta this past week, this, the Thirty-fourth Annual Convention of the grand old P. A. of A., has been not only a complete success, but has also been exceptionally strong in educational features and more than usually enjoyable from the many entertainments offered; therefore, be it

Resolved, That the most hearty thanks of the members here assembled be extended:

First. To his Honor, Governor Slaton, of the State of Georgia, for his cordial words of greeting and also to his Honor, Mayor Woodward, who so generously extended to us the keys and the welcome of this splendid city of Atlanta.

Second. To the splendid body of men and women who comprised the demonstrating and lecturing staff of this convention, namely, Emme Gerhard, Miss Kate Simmons, Dudley Hoyt, Howard D. Beach, W. O. Breckon, Fred G. Quimby and George H. Hance, George Clifton and C. H. Claudy, all of whom gave of their knowledge and experience that others might benefit thereby.

By H. C. MANN
Norfolk, Va.

Third. To the Board of Judges who spent long hours in examining and criticising the pictures submitted for the exhibition, namely, Joe Knaffl, Ryland W. Phillips and G. Hanmer Croughton.

Fourth.—To W. S. Lively for his work in connection with the fine collection of autochromes.

Fifth. To the manufacturers and dealers for their fine generosity in providing for the entertainment of the members and for their liberal displays of photographic products, and also for their ever ready support in all things planned by the P. A. of A.

Sixth. To the committee of local photographers and dealers who had the many entertainments in charge and whose hospitality and willing assistance did so much toward making our stay such a pleasant one.

Seventh. To the local and also the photographic press for the liberal space accorded the Association and its doings.

Eighth. To the Board of Officers, in whose charge are the destinies of the Association, and who have shown that not only are they capable men, but that they have worked to their utmost in the interest of our members, and the uplifting of American photography.

Ninth. To the committee for selection of permanent Secretary, Messrs. Harris, Larrimer and Schneider, who performed their work to the entire satisfaction of the Association in selecting John I. Hoffman for Secretary for the P. A. of A.

Tenth. To *Abel's Photographic Weekly* for the loan of the Traveling Collection of American Portraiture.

Eleventh. And finally to all others who have been helpful in making this convention successful, entertaining and otherwise so completely satisfactory. And be it also

Resolved, That these resolutions be spread upon the minutes of the Association and that copies be sent to all those who have been named herein.

W. G. Thuss,
J. C. Abel,
Howard D. Beach.

I move the adoption of these resolutions.

(Motion seconded, put and carried.)

By Mr. Harden (of Kansas): Mr. President, I want to say I have served the Photographers' Association of America on the Board for two years. During the past year a great many of you know I have not been in accord with the majority of the members of the Board, consequently I was not reported for re-election. I want to say there are absolutely no sore spots, and it is probably for the best interests of the Association that I should not continue on the Board. (Applause.)

By President Tyree: We will now have the report from the Committee on the Next Place of Meeting.

By Mr. Holloway: I will try to make this as brief as possible:

"*To the President and Executive Board, Photographers' Association of America:*

"We, the Committee on Location, have diligently sought information and have listened to the claims of various cities in order that we may report, as our recommendation, points for the earnest consideration of the Thirty-fourth Annual Convention in the naming of choice for the 1915 National gathering.

"We unanimously agree upon and submit to the pleasure of this body the name of the city of Indianapolis, Ind., being influenced by the signed statement of the Chamber of Commerce and the features presented to us by Commissioner Raphun, their personal representative here.

"We believe it our duty, and that of each member of the Association, to name and vote for a meeting place at the center of population, in the heart of the photographers' population, and that if our 1915 convention is held in Indianapolis, we will be insured an attendance of record breaking proportion.

"It is our judgment that Indianapolis offers inducements that are unequaled by any other cities, and the important items meaning a great saving to our Association, really about $1200, in the necessary conduct of our yearly meetings and may be named as follows:

"1. Free convention and exhibition halls.

"2. Committee rooms and clerks, telephone and telegraph stations.

"3. Official stenographer or stenotypist to report the proceedings of Congress.

"4. Hotel rooms free to five officers and their wives, at any hotel that they may select in the city.

"5. Direct communication by mail to members and others interested in the purposes of our Association, urging attendance at the 1915 meeting.

"6. Entertainment program in conjunction with local committee and subject to the committee's approval.

"7. Support of the three leading newspapers and the co-operation of the Associated Press and the United Press, and the co-operation of the Convention Bureau.

"Therefore, we, the Committee on Location, respectfully present this report and move its adoption and admission to the records.

"Geo. Graham Holloway, *Chairman,*
"B. Frank Moore,
"H. B. Medlar,
"H. M. Fell,
"Geo. W. Topliff."

Now, Mr. President and members, I believe that if you will come to old Indiana next year we will have, with the assistance of the Chamber of Commerce of Indianapolis, the largest attendance that has ever been held in the history of the P. A. of A. Now that is going some.

There is a feature here that has never been brought up in the organization before. That is Section 5: Direct communication by mail with members and others interested in the purposes of our Association. That means that the Chamber of Commerce of Indianapolis will begin, six months before the National Convention, the sending out of letters to all parts of the United States, and keep sending them, urging photographers to come to the convention. That will bring us one thousand possibly, from that work alone. That is all I have to say about it.

By Mr. Medlar: I move the nominations be closed. I would like to hear from Mr. Raphun, the representative of the Chamber of Commerce.

By Mr. Raphun: *Mr. Chairman, Ladies and Gentlemen:* I am not a public speaker, and I am going to ask to be excused from standing on the platform, because I might be subject to stage fright. There seems very little for me to do on behalf of my city other than, first, to thank you for the honor of being permitted to address you, and, secondly, to ask that you will not judge the reception that Indianapolis will tender you by the poor oratorical efforts of its personal representative. I have not been expected to make speeches. My particular business is to see that the conventions that do visit the Hoosier capital are handled from a business standpoint, and to see that each of these gatherings may have the assistance that they need.

I realize that the time of this convention meeting is short, otherwise I might transgress and take up your time with my maiden speech, because the only chance I ever had of addressing an audience like this is right here. We have presented to your officers a signed statement, signed by the Chamber of Commerce of Indianapolis, promising you support, specializing and distinctly mentioning what we will do. Now I trust that there is no one within the hearing of my voice that will believe there is an effort to bribe this Association.

We do supply rooms for the officers and their wives, but that same proposition has been made to every convention that has met in Indianapolis since the establishment of the Convention Bureau. So that there has been no special feature offered you on the part of the Chamber of Commerce. It is a matter of business assistance that we trust we may be able to render you.

I want to say to you that there are so many beautiful features to a visit to Indianapolis, that an ordinarily intelligent person could present to you, that I am not going to try to take up your time with it.

I will tell you one thing, however. You have been invited to come by the Governor of our State, the Honorable Samuel M. Ralston, which is, in this particular, not the usual type of Governor's invitation. Ordinarily Governors are quick to send invitations. Governor Ralston has issued only seven invitations up to this time. The Governor has sent an invitation to

your Association, asking that the convention next year be held in our city, and his invitation is on file with your General Secretary.

Our Mayor, the Honorable Joseph E. Bell, goes a step further. Whenever we ask for a convention our Mayor's invitation goes with it and is attached at the head of the list. He notified me that he is tired of signing his name to invitations, so in your case he has issued a peremptory order to bring your friends.

Now added to that, ladies and gentlemen, is the invitation of the Indianapolis Chamber of Commerce, representing, as it does, 2700 of Indianapolis' best business men from all walks of life. Men who do not promise to leave their business to entertain you, but men who employ people for the purpose of seeing that you have that which you are promised; so that, ladies and gentlemen, is the way Indianapolis is asking you to meet with them next year. We will give you all we promise. We will see that your entertainment features will be secondary to the business of your Association, but the entertainment features will be adequate. We will supply you with that which you want to make a successful convention.

I ask you to honor us with your presence next year—1915. I thank you, Mr. Chairman. (Applause.)

By Mr. Cole (of Virginia): I move you that the invitation to hold our next convention in Indianapolis be accepted.

(Motion seconded, put and carried.)

By Mr. Larrimer (of Indiana): Mr. President, I have here a list of the officers elected by the Women's Federation. I have been requested to hand it to you.

By President Tyree: The officers who are elected for the Women's Federation for the year 1915 are as follows: Miss Maybelle Goodlander, of Muncie, Ind., president. I would like to have you come forward. Mr. Larrimer, escort Miss Goodlander to the stage. (Applause.)

By Miss Goodlander (of Muncie, Ind.): I am not a speech maker, this will have to be my maiden speech also; but I want all of you to come down to Indianapolis. I am a Hoosier and Indianapolis is only a short distance from us. I believe we will give you as good a convention as any State possibly could give you; and I hope to see you all next year. (Applause.)

By President Tyree: For Vice-President, Miss Clara Louise Hagins, of Chicago. I will ask Mr. Cole, of Virginia, to escort Miss Hagins to the stage. (Applause.)

By President Tyree: For Second Vice-President, Mrs. Sara F. T. Price, of Philadelphia. (Applause.) Mrs. Price come forward. Mr. Shriever, kindly conduct Mrs. Price to the stage. (Applause.) Mrs. Price, you've got to say something. Give us that thirty-nine sixty-three piece.

(Mrs. Price recites the story, and is accorded hearty applause.)

By President Tyree: For Secretary-Treasurer, Mrs. Bayard Wootten, of New Berne, N. C. Mr. Cole, conduct Mrs. Wootten to the stage.

I want to hear the report from the Committee on Progress of Photography, please.

By Mr. Cusick: I am a very poor speaker, but we have prepared a report, and Mr. Cole will read it.

By Mr. Cole (of Virginia): Ladies and gentlemen, I expect you will find me equally as poor a reader as Mr. Cusick says he is a speaker. However, the subject is so broad that I do not think there is any one within hearing but will be sorry that some other thing, that he had in mind, was not added to this report. I will read you the report, and it will give you the details of a few things that will be open for you:

"There is no profession, art (or craft, if you please to call it so) that has made more progress than photography. Just a few years ago Daguerre and Niépce invented the Daguerreotype. We have at least one man attending this convention who began with the Daguerreotype. I refer to the venerable Mr. Placard. I believe it was mentioned in the newspapers that he is the oldest man in our Association.

"Since that time photography has gone forward steadily, and to-day it touches almost everything else. Compare the Daguerreotype with the beautiful art work of the present time. You do not have to go out of this hall to feast your eyes on the most beautiful art, and to-day photography has a place in the fine arts of the world. Page after page could be written on the art side of photography.

"Now for a moment let us notice some of the uses in the trades and in the commerce and in the science of the world. A great portion of the goods and wares made to-day are sold from photographs. The field of usefulness is broadening each year. Stoves, furniture, clothing and thousands of articles I could mention are sold almost exclusively from photographs. The use of our art in the newspapers and magazines of the world is indispensable. The college annual, the thousand and one magazines and books, all look to us for aid. Take the scientific world and we come in for our share. There is the X-Ray, showing often the location of the bullet or a diseased bone or fractured member of the body, thus helping the physician to diagnose his case. With the aid of photography the heavens are laid out like mapping out the streets in a large city. The projectile or bullets from the cannon or rifle are easily photographed, showing the wonderful inventions of Edison and others, so you see the use of photography. Millions of dollars are spent each year on amusement and entertainments. Look at the part photography plays in the world's amusement and fun.

"The moving pictures entertain and instruct and furnish amusement for millions of people every day, and it would be safe to say that $10 is spent for entertainment and amusement in the 'movies' alone for every dollar that is spent for photographs in your town or city, and so I could go on for hours naming the uses that photography is made to conserve. Take the illustrated lecture given by Mr. Claudy, showing the great possibilities of photography as applied to publications. I refer you also to Mr. Hance's

illustrated lecture on commercial photography, also the illustrated lecture by Miss Simmons, of New York, showing the relation of art in composition and the use of light and shade and the balance of light as applied to photography. These speak with more force than your committee on progress in photography could hope to do, and we predict that in five years hence, the moving picture will play an active part in the world's advertising methods. Therefore, we report wonderful progress along all lines wherein photography touches, so that even to-day the world could not get along nearly so well without our art.

"The field of at-home portraiture is also another forward move, and its scope of possibility is well-nigh unlimited. The kodak has made the photographer 'sit up and take notice.' Photography has become an educator and helps to shape the thinking of the world to-day, thus making us, as photographers, educators of the public minds.

"J. L. Cusick,
"O. W. Cole."

(Motion made to adopt report, seconded, put and carried.)

By Mr. Core (of New York): I would like to say a few words. (Applause.) I really owe it to myself and to you to appear in the sense of making an apology. In the meeting at St. Paul it was very strongly urged that the convention should be taken to Atlanta, Ga., and I tell you I feel a good deal like the darkey who was asked to stay in a house that was supposed to be haunted. He was put there and was to stay in the house all night. His friends went away and left him there, but decided to go down about midnight to see how he was getting along. When they got down there he was outside, and when they talked to him he was stuttering. One of the party said, "Say, Mose, what is the matter with you?" He said, "Well, I don't know, I don't kind of like it in there." "What is the matter—are you superstitious?" "No, I am not superstitious, but I am sort of suspicion-anxious."

Now that is a good deal the way I feel about Atlanta. I owe an apology to two of my good friends here—Mr. Holliday and Mr. Holsinger, because I openly antagonized them in the choice of Atlanta as a place of meeting. I knew how hard it is to get a body of men together in a photographic convention. I have had a little experience on the job. I thought that I knew that Atlanta was a hot place to go to in the summer time, but I tell you I did not know all about Tyree.

Tyree is a man whom I met several years ago, and right away something in the man appealed to me. I felt like taking him right into my arms and calling him my own.

That, though, is secondary to what comes to me now. Tyree has not only grown in my love, he has grown in the love of every one of you. But Tyree has developed a character that we did not know anything about. We did not know that he was possessed of such power, such fascination, such

executive ability. Why we all knew that Atlanta was hot, but just as soon as Tyree took up the gavel the temperature dropped twenty-two degrees. (Laughter.)

Now in this spirit of love, it is my great pleasure—it is my great pleasure and it is a great honor to me to present to Mr. Tyree, our beloved President, on behalf of the Association, a most beautiful watch, whose hands will ever (like our own) in his presence be before his face and home, and never will we cease to love him until our hands are crossed and still. Whenever he looks at the face of this watch he will be reminded that the friends who gave it to him are just as faithful to him as they always were. It will tell him the "time" that he has them. It will also remind him of the time that we had in Atlanta. (Applause.) It was subscribed for from those who love him. It bears the inscription: "From those you love to one we love." I present you with this most beautiful watch. (Applause.)

By President Tyree: My good friends. There is a certain animal that always travels with us, that we can usually control, but sometimes this animal gets to where we cannot control it, and I am afraid that, if you will allow me to say it, the presentation of this beautiful gift to me has gotten my "goat."

Four years ago, at Milwaukee, much to my surprise, they made me Secretary of your Association. This is a confession. Up to that time I attended the conventions, but I attended for one specific purpose, and that was to have a good time. I didn't pay much attention to the meetings. I didn't care much of anything about it, but I did love to meet the people who became my friends, and I loved those friends, and I could not stay away from the conventions on that account.

I was elected Secretary at that meeting, and from that time my interest in the Association began to grow, and also in each member; and I want to tell you that just the moment a man pays his money in the box office for Association dues, just that minute he has grasped the key that has opened the heart of Manly Tyree, and he grows in my heart from that time on.

I love every one of you, and this comes from my heart. I wish that I could take every one of you by the hand. I appreciate this (watch), it is priceless, and I shall always wear it and will go back to the time when this gift was presented to me in such beautiful words. I really wish that I had sufficient command of the English language to express the depth of my feelings, but I cannot; I assure you I love you and appreciate this from the bottom of my heart.

By Mr. Core: I beg your pardon for appearing once more, but really I forgot the very best part of the speech. There used to be an old proverb that the mothers handed down to their daughters: "That you should give your cheek to your friends to kiss, but save your lips for your lover." If any pretty girl has ever been able to keep that, she has never been in Tyree's company.

By President Tyree: I wish to say right now there is not a lady in the room that I would not feel honored to kiss, and I dare her to come to the platform.

By Mr. Shriever (of Pennsylvania): *Mr. President, and Ladies and Gentlemen:* This is indeed a pleasant occasion when the love and esteem of our beloved organization expresses itself and its sentiment in such a way as this. It is a great privilege to be selected as the spokesman of the "boys" in presentation of the love and respect in which they hold you, Mr. President. I can well realize what this hour means to you, sir, for I shall never forget the big appreciation that welled up in my heart when I was made the recipient of the same expression of love and esteem they are extending to you to-day.

The boys have remembered your expression at that time, when you said: "My God, if I could go out of office this year with the same place in the hearts of the boys as Jim, I would be the happiest man in the world." It was resolved then that you should. They have asked me to represent them and to present you with this beautiful chain. May each link of its precious metal ever remind you of your friends, the boys. (Applause.)

(Mr. Shriever presented a gold and platinum chain and a gold pen-knife.)

By President Tyree: Well, now that first present was not such a surprise, because that has been going on for years, but this last one—I wasn't expecting anything like that. That was a very fortunate remark I made, but I did mean that from the bottom of my heart.

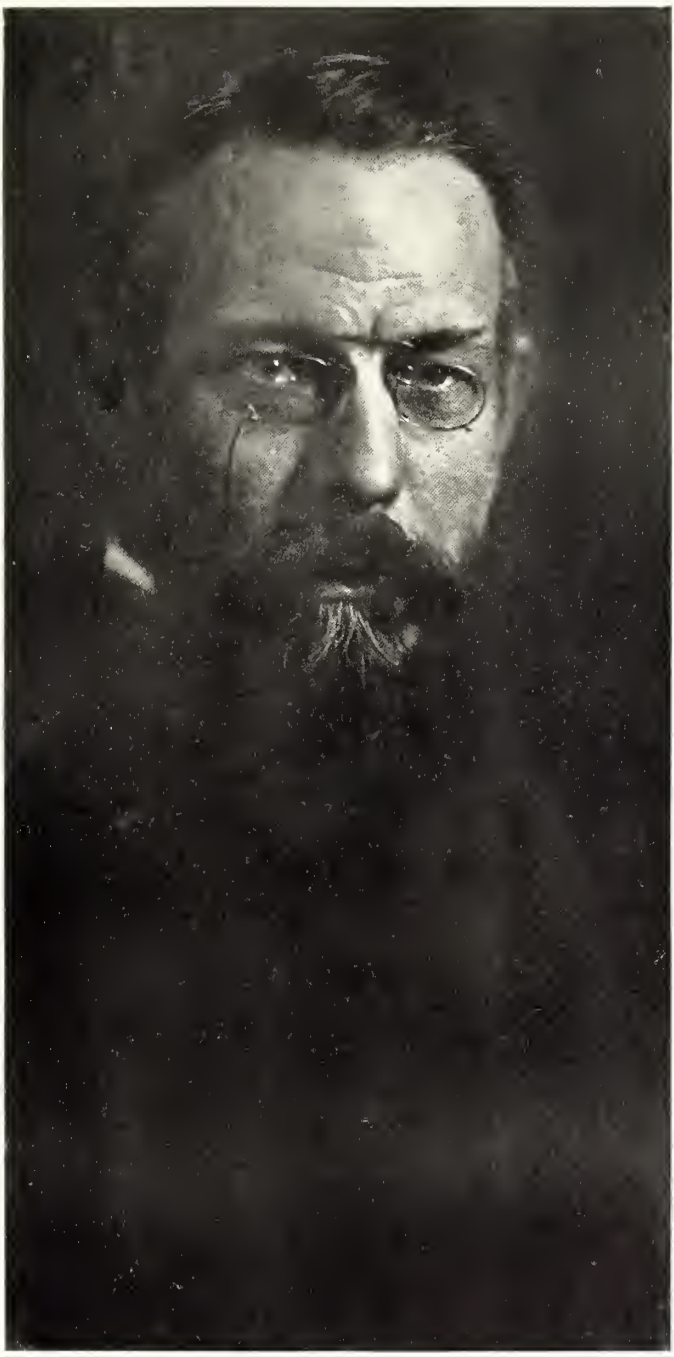
I never saw such love, such esteem, such honor, as was shown to Jim Shriever in his own State at Scranton; and it was a revelation to me of what work and sincerity would do for a man. And I want to say that everything I have done, every sacrifice I have made for the Association, for the work, every criticism that I have received, every shot that was aimed at me, and every blow that I got—well, it is worth it I thought, if I can go out of office with the same love that they had for Jim Shriever, and now this chain is given to me.

I appreciate it in connection with my other beautiful present, and I think those boys mean it. I feel that you feel that way about me, and I want to tell you that I believe it in my heart.

Now next year, when I am a co-worker, when I am marked down to "39 cents," I don't want you to turn up your noses at me. (Applause.)

By Mr. Shriever (of Pennsylvania): Again, Mr. President, I have an added pleasure for you. The generous firm of Sprague-Hathaway Company, which has had on exhibition at their booth a splendid portrait of you, that has been much admired, have requested me, through you, sir, to present it to your wife as a token of their esteem and regard.

By President Tyree: Everything is coming my way this morning. Now I certainly do appreciate this heartily, coming from Sprague-Hath-



By PIRIE MacDONALD
New York

away Company; I appreciate it because it is such a good-looking picture of me. You know it was taken a few years ago.

When Mr. Elwell was visiting me in Raleigh he asked me for a negative of myself. I am so used to having the magazines request pictures of me since I have been a celebrity (laughter) that I didn't give it any thought. The only thing I told the receptionist to do was to select the best looking negative I had. She thought this was a good-looking picture of me, and so do I.

I heartily appreciate this in my own name and in the name of Mrs. Tyree. Right now I wish to say that Mrs. Tyree fully expected to be here, but she received a letter from an aunt of hers in Kentucky, that she had not seen for ten years, stating she was coming to visit her. It was either miss the convention or miss seeing the aunt, but next year she will be with you at Indianapolis, as will our daughter of sweet sixteen, whom I wish to present to you. I have missed Mrs. Tyree here a good deal this week. I appreciate this gift very much indeed, I assure you.

By Mrs. Wootten: Mr. President, I was worried a good deal this morning because I was asked to talk. While I do love to talk and I wanted to talk to you, I knew when I got up here I was going to be awfully frightened, because I have never talked to a body that was as representative as you are—men of intelligence and women of ability.

So I got together about what I thought I would say, and came over to the hall and thought I would say it over to myself. But I saw two members I knew, and I caught them by the buttonhole and started to give them my speil. I had not any more than got started than one of them jerked away and ran away just as fast as he could go. That kind of worried me for a minute. I though perhaps the whole National Association might get up and run away when I started; and when I got to thinking you couldn't all get out of the door at one time, I thought maybe I would have a chance to talk. And I was happy.

I do love to talk, but there is one thing I love to do better. There is one thing that brings me a joy I cannot quite explain; that is, when I have the privilege of telling a woman that she has done superlatively well, something better than perhaps anybody else could do it. And when I was asked to present this beautiful loving cup as a token of affection from all of the people that have attended this convention to Pearl Grace Loehr, retiring President of the Women's Federation, I was indeed happy.

Pearl Grace Loehr is a big woman, and a capable woman, a master in her chosen work at home portraiture. She has done more for the women photographers of America than perhaps any other woman, unless it is Mary Carnell and Katherine Jamieson. She has made the little woman feel that she had a place at home among us. She has trained many women workers; and it is certainly an honor and a pleasure to be asked to present this to Miss Loehr as a token of affection from us all. (Applause.)

Miss Loehr (Applause): For this beautiful cup there are so many grand things I should say, but there is only one simple thing I can say. I thank you.

(President Tyree then made the announcements of the day, and the meeting stood adjourned to meet again on Saturday morning at 10 o'clock.)

Saturday Morning Session, June 20, 1914

11.00 o'clock

Meeting called to order at 11 A. M. by President Tyree.

(NOTE.—This meeting was very informal, there was a good deal of noise going on, and it was conducted more in the nature of conversations than anything else, and the stenographer does not give the following as an absolutely verbatim report, but more in the nature of a synopsis of what was done.)

BY PRESIDENT TYREE (addressing the manufacturers): Did you find that our program this year was taking up so much time that you could not do business?

BY A MANUFACTURER: I had all the time I needed to do business, and I talked myself sick, and I did all the business that I could expect.

BY MR. SALZGEBER: I have not heard any complaints, so far as we were concerned. We were visitors any way.

BY MR. FELL: We had plenty of time, Mr. Tyree.

BY MR. BLUM: I am well satisfied with the promises that have been made to me for future business.

BY THE PRESIDENT: There has been a complaint in the past that the program took up so much time and tired the people out so, that when it came to the time allowed to the manufacturers they didn't have anybody to do business with. This year, notwithstanding the officers tried their very best to hold down the program, we had a program that was complete all the time. I want the manufacturers and dealers to understand that the officers of the Association appreciate your co-operation and the support you have given them. It is a support that we do not want to do without, and we could not do without it. This is your convention as well as our convention, and if you have any complaint—make it, or if you have any suggestions that you can offer that will help us in the future, every officer will thank you for it. We want to see all sides in order to make this convention a success. If you do business and are successful, we feel better and it makes us more successful. If there are any suggestions from the manufacturers or dealers I certainly would like to hear them.

BY SOME ONE PRESENT: There is one thing that I think would help. A great deal of the time we do not have any one to talk to, and it is in the earlier part of the session. They seem to be timid and hold back, and if there was some way that we could get to showing our wares earlier in the term, I would like it.

BY PRESIDENT TYREE: That brings up a question I would like to ask about. Since this Congress has taken over the legislation of the Association, we only really have two open meetings. This time it happened on Monday and Friday. That is, meetings of the entire membership. Of course, you

are all welcome to Congress, but only two meetings that are really your meetings. This body should be brought together every morning for five minutes to announce the program for the day. As a rule, we hold our morning sessions at 10 o'clock. Maybe that is too early.

By Mr. Loeb: Let me make a suggestion that has more to do with the psychology of sales than the actual sales. The men coming to the conventions I generally find are rather indifferent, because they don't feel at home. I am not speaking of those who come to the conventions regularly, but the others. I wonder if there isn't some way to make them feel at home earlier in the week. You cannot do any business until they limber up, as it were. But after this feeling of timidity is over there is a feeling of good fellowship and it brings an acquaintance between the manufacturers and dealers, and the different members of the organization. When this ice is broken we commence to do business. Right at the beginning of the session why can we not have a foolscap idea of some kind and make everybody feel perfectly easy and natural. It will make us all boys and girls again. I have found it is effective in business. It would also bring a large attendance on the first day, and we would commence to accomplish business right away. We dealers largely have the same goods, and after you are acquainted it is merely a matter of salesmanship. Therefore, if we can begin the program with some sort of a jollification, it will help us out wonderfully.

By Mr. Tyree: That is the most valuable idea that I have yet received.

By Emme Gerhard: The first evening, or early in the week, say on Monday night, why not have a great big banquet. At our convention we did that, and we had 350 members at the convention in Missouri, and it broke the ice and made us all feel acquainted. We got them together the very first night.

By C. O. Towles: Why wouldn't it be a good suggestion for this convention to inaugurate a carnival day. Start right off in the morning with a carnival and finish that night with a banquet. In my convention experience, which covers some years, I want to say to you that there is not any feature that brings a body of people together and enthuses them and makes them acquainted like a banquet. We have tried that thing out a good many times. You get acquainted through fun and foolishness more quickly than in any other way.

I believe if the Executive Board of next year would work out a program somewhat like this, select one day early in the week and start it off as a carnival, and let every manufacturer decorate his booth, and buy a couple thousand pieces of foolish head gear, let everybody catch the spirit of the thing, and wind it up with a banquet, I believe it would produce a feeling of enthusiasm that you could not get in any other way, and I believe it is a proper thing. (Applause.)

By President Tyree: I don't believe we can estimate the value of these suggestions. I think they are dandy, I do. A great big carnival with a banquet following will break the ice. The reason for the officers' reception is

not that we want to stand in line and receive, because we are officers or anything like that, but it is to break the ice. That was the idea of the officers' reception on Monday night; it was to get people to become acquainted quicker. These suggestions are fine. The officers' reception is too formal. In these conventions so many people are timid, but if we can get them started off right they will be all right.

By Somebody: I suggest that the Association furnish every member with a card with his name on it, or so he can write his name on it, and in such a way that everybody can read it.

By President Tyree: The Rotary idea. That is the best idea so far.

By Mr. Larrimer (of Indiana): Just a little suggestion. As you are going to hold your next convention in Indiana, which is my State—and I don't want to brag on it (they havn't so much to brag about), except for two things. They have one of the finest things of its kind in the world, that is their automobile track; another thing that they have is this: They have the most magnificent artificial bathing pool in the world; this pool is 900 feet long and 400 feet wide, and it will hold more than ten thousand people. There is a possibility there, if you want to get close to your neighbor in a carnival, I believe you could do it in the water pretty fine.

By President Tyree: I just want to ask if anybody wants to make a suggestion; if you do, don't go any further than Mr. Larrimer has gone. There has got to be a limit to such things.

By Mr. Larrimer: I think if you would hold a reception in the bathing pool it would be a success.

By President Tyree: The trouble with Mr. Larrimer is that he went to see Neptune's Daughter last night, and he wants to hold the convention in Bermuda. But I want to tell you that these suggestions are fine indeed, and it is the very thing we want to know.

By Mr. Rich: I am not a manufacturer, but I have a personal viewpoint. Personally I don't have as much time with them (the manufacturers) as I would like. There was more for me to see probably than for the rest of you. I tried to take in all the paper demonstrations, and I did not get acquainted with the manufacturers. I think we should have a half a day for that purpose. In that way they could demonstrate to us, and they could just as well do it to fifteen or twenty as to two or three at a time.

By Mrs. Price: Why wouldn't it be a good idea to have no printed program, but to make your announcement each day? Then the members would have to stay around for fear they would miss something they would want to hear. When we would get through with one thing, then we could announce the next thing, and so on. You could keep your crowd around better, because as it is they decide it is going to be so-and-so and decide they can afford to miss that and leave. But this other way, they would not leave for fear they would miss something they would want to hear or see.

By President Tyree: Another idea; keep them in doubt. More Rotary.

By Mr. Fell: On behalf of the manufacturers I desire to express our thanks to the Board, and particularly to John I. Hoffman, with whom we have come more closely in contact, for his courteous and kind conduct toward us during this convention. Isn't that right, boys? (Applause.)

By President Tyree: On behalf of the Board of Officers and our new Secretary, Mr. Hoffman, I want to tell you that we feel deeply indebted to every one of you good fellows who came here and helped us out, and put up your beautiful displays. We are very proud of them, and we are especially proud of your friendship. I thank you.

By Mr. Chambers: I would suggest next year that, to get a complete record and list of names of those attending, a clerk be employed to do this. In the *National Daily* fully 20 per cent. of the names are wrong, owing to the illegibility of the signatures. Your bank can recognize it, but the printer doesn't know you and could not make out your writing. There's nobody to blame if your name is wrong in the list but yourselves.

By Mr. Holliday (of North Carolina): It has made my heart warm, and I am glad to have seen the good spirit that has prevailed in this whole convention, and especially was that shown yesterday. The best laid plans of men and mice cannot always go aright. However, while I cannot say it in just the way I would like, this feeling prevails and the atmosphere will make up for any deficiency of mine in expressing my meaning. I wish I could express what I have to say in a better manner, but I will do the best that I can.

We wish to convey to you, sir, our appreciation of the manner in which the Board has served us so faithfully during the past year, and we wish to remember particularly the one who is retiring from it just at this time, who has given of his time, and has served most faithfully. He is held in high esteem by every member of the Association, and we wish this morning to present him with a token of our love for him. I refer to Mr. Harden. Will he come forward please?

(Mr. Harden came forward amid applause; stenographer unable to hear the balance of Mr. Holliday's remarks so as to report them accurately.)

I wish to present to you on behalf of the members of the Association and of the manufacturers, from each and every one of us, this token of our esteem, and we trust that you will accept it in the spirit that it is given, and that when you look at it in the future it will bring to you recollections of the sincere regard in which we hold you.

(Mr. Holliday presented a diamond studded gold match box.)

By Mr. Harden: I want to look at this, not as a pad for the toe of a boot, but as I believe it is an expression of friendship from my friends. I thank you. (Applause.)

By President Tyree: I am very glad indeed that we held this meeting this morning. I think it has paid you fellows to stop your hammering long enough to come in here as I requested you to. I assure you the courtesy is deeply appreciated. Personally, I think your remarks are most valuable, and

that is the way to get results. The exchange of ideas is the only way by which we can progress. I believe, if we follow some of the suggestions, that next year we will have the best convention we have ever had.

By Mr. Goodhart: Owing to the fact that possibly four or five years ago I was quite anxious to get the convention to come to Atlanta (though I failed to get them here then) I talked to the manufacturers all over the country about the possibility of their coming here, I believe that I am now due for an expression of thanks in that you have now come to Atlanta. I told the people of the South that you were coming, and the boys said they would come, and this Atlanta convention, backed up by the manufacturers, has been a surprise to them. They have asked time and time again what the convention would do for them, and they certainly have been shown by this splendid convention, with its wonderful support and magnificent displays—the best that we have ever had at a convention, I think. I want to say for the South, to the manufacturers, that we are thoroughly pleased by the way in which you have backed up this National Convention. I think the boys enjoyed themselves.

We are going to bring from the South a big delegation next year to Indianapolis to show you that we are glad you came here.

By President Tyree: Frank Jewell Raymond says "we only use one-thirtieth of one-thirtieth of our brain power." There is no doubt in the world but what Mr. Raymond is right. Mr. Goodhart is the one individual who is responsible for us being in Atlanta this week. I want to say for him that when we saw him in Kansas City we followed him to Atlanta. They have made good down here, and they have given us their assistance, and I will say that the Local Committee has co-operated with us. In fact, they went so fast I could not keep up with them, and I had a darned hard fight with that man Goodhart. He has more ideas than any individual I ever saw. He is the one who is responsible for this.

By Mr. Fell: Mr. President, I move three cheers for Atlanta, the Entertainment Committee and Mr. Goodhart.

(Three cheers given and the meeting stood adjourned, *sine die.*)

Illustrated Lecture: "Photographs for Publication"

C. H. CLAUDY, Washington, D. C.

Mr. President, Ladies and Gentlemen:

A small boy at boarding school received from home a jar of brandied peaches. With it was a letter directing him to eat the fruit, but not to drink the liquid in which they were preserved. The small boy disobeyed, and not only ate the peaches, but drank the liquor. Then he became conscience stricken, and desired to acknowledge his disobedience, but feared that, if he did, there would be no repetitions of the gift. Finally he solved the problem by writing home as follows:

"Dear Mother:

"I enjoyed the peaches very much. I want to tell you that I appreciated not only the fruit, but the spirit in which it was sent."

Like the small boy, I appreciate your kindly welcome, as much for the spirit in which you give it as for the fact of your applause, because the title of my talk must be in the nature of a mystery to many of you.

My understanding of the reason for being in business is that of a desire to make money. Any method, then, by which any business man may add to his income legitimately and honestly, is a good method. Fully understanding that the main business of those who make portraits by photography for a living is to make portraits, it seems, nevertheless, that there should be no prejudice against any branch of photography which will bring in the dollars.

There are in the United States between twenty-two and twenty-three thousand different periodicals. The majority of these are illustrated. The majority of the illustrations are originally photographs. Somebody makes those photographs. Somebody buys those photographs. Somebody pays money for those photographs.

It is this variety of photography about which I am to tell you and this money of which you can get a part.

It would be beyond my powers to attempt to explain in an hour the whole story of the business either of making or selling photographs for publication. The market is before you, in the many publications, the publishers of calendars, of post cards, of novelty pictures, in the advertisers who use each year more and more photographs. The only way to sell goods is, first, to have the goods to sell, and next, to show the goods to the customer. If you have the idea, and work it out, the selling problem is the least difficult of all. And as there are several pamphlets published on the subject, giving the names and addresses of periodical and other publishers who buy photographs, I will not dwell further on that side of the subject now.

Nor must the photographic questions involved occupy much time. While it is true that the expert illustrator with a camera, and the strictly

By JAMES W. PORTER
Youngstown, Ohio

news photographer, usually use special instruments and become proficient in both personal nerve and in speed work, such helps are not necessities. Any camera will do for most work—several of the most effective pictures which will shortly be projected were made with the smallest and most inexpensive of hand cameras.

When all is said and done, the thing which counts in making photographs for publication is not photographic ability, but brains. Any child can press a button. Those who "do the rest" are on every street corner. What the editor, the publisher and the advertiser want from you is not photographic skill alone, but your brains, your ideas, your inner vision, translated in black and white by means of your skill with the camera.

It is no part of my intention to advise any one to leave studio work and engage exclusively in making photographs for publication. But few photographers are so busy as never to have any spare time, and none so isolated that they do not have the opportunity, from time to time, of making those pictures for which various periodicals are willing to pay good prices.

As a rule, from two to five dollars is paid by a magazine or a newspaper for a single print. Four to ten prints are frequently used to illustrate one article, so it is not uncommon to realize from twenty to forty dollars for a single set of prints, made all at the same time. Moreover, these pictures do not necessarily lose their marketability with one sale. A news picture is seldom salable more than once—a purely illustrative picture, however, may sell many times to different publications over a term of years. Advertisers and art companies pay from ten to one hundred dollars for prints, and magazines will pay prices as large, if the goods justify the expense.

I do not wish to attempt to add a financial interest to the subject it does not possess. I do not think the average portrait photographer can make any fortune by making news or illustrative pictures at odd times. I do know that he can make additional money, often easy money, by the use of his camera in combination with eyes and brains, and it is my belief that he who can add to his income, whether he adds ten or a thousand dollars in a year, and fails to do it, is either rich or foolish!

The pictures shortly to be shown you upon the screen are fair examples of illustrative photography. But I do not wish you to gain the impression that this collection is representative of all the many varieties of pictures which are salable to publications, or that, because you have not the opportunity to make the duplicates of these, therefore illustrative photography is not for you. On the contrary, these pictures represent but the bare outline of the field of work which is before you. If they serve to illustrate the points I shall try to make, they will serve their purpose, and the fact that similar opportunities may be beyond the reach of some photographers is no reason for discouragement. Opportunities lie everywhere.

That the pictures might possess a greater appeal than if they were the work of one man, I have borrowed freely from many sources. And I trust you will bear with me for a moment if I give public thanks to those who have

supplied me with material for the projection which I assure you is about to begin. I would make my acknowledgments to J. Ellsworth Gross, of Chicago, for slides of advertising pictures; to the Eastman Kodak Company for many action pictures, all made with some variety of kodak; to my friend, Colonel T. C. Northcott, for a picture of Luray Caverns; to the Multi-Speed Shutter Company for slides of guns; to my friend Folmer, of Folmer & Schwing, for many slides from Graflex negatives; to Frank V. Chambers, of *The Camera* and *Bulletin of Photography*, for flowers and sheep; to Wilfred A. French, of the *Photo Era*, for travel pictures; to *Country Life in America* for a slide of one of its covers, and last, but by no means least, to your past President and my good friend, George W. Harris, for supplying me with news pictures.

Therefore, if the pictures please you, you will kindly give me the credit for having collected them. If they do not interest you, you know now the various people whom you must blame!

Photographs designed for publication can be broadly divided into two great classes, which may be denominated *News Pictures* and those which are merely *Illustrative* without news value. The two classes are usually fairly distinct—occasionally a picture falls in both. Often a picture which has real news value continues alive in the illustrative field—more seldom, a purely illustrative picture develops news value later on.

Because the opportunity for making a news picture comes more seldom to the operator who sticks to his studio than does the chance to make purely illustrative pictures, I shall pay the less attention to the news side of the question, and deal with it first. If the lanternist will kindly oblige. (Here Mr. Claudy commented upon the slides shown.)

America-Trent.—Here is a typical news picture. It is that of the airship *America*, which you will recall set forth upon what was to be an ill-fated voyage for Europe some time ago. After various adventures, the life began to go from the good airship *America*, and she drooped lower and lower toward the hungry sea beneath. The passengers of the *Trent* were interested, as you may believe, in the antics of the ship of the air, which rose and dipped and rose again, and seemed in such sore distress. I cannot think they were as pleased with the *America*, however, as were the crew of the *America* with the appearance of the *Trent!* However, that may be, as you all know, the *America* was abandoned, her crew rescued, even to the cat, and no harm was done save the loss of the airship and the disappointment of her owners. One of the passengers upon the *Trent* had the forethought to turn his camera upon the struggling airship, which picture later became of intense interest to all the world, showing, as it did, the actual scene of the first rescue of a ship of the air by a ship of the sea.

This picture is of international news interest. Sharply contrasted with it is this picture:

Fire Scene, in Street.—Which has a purely local news value, unless, indeed, in such a fire so many lose their lives as to make the scene of interest

at large. Pictures of this kind are to be made by any of you who will respond to an alarm, and in cities in which the local papers are not sufficiently large to support a photographer of their own, such views should sell for more than enough to pay for the trouble of making them, not to speak of the interest which can be excited in your show case by displaying such views, together with others of its like.

Fire Engine, with Steam.—This photograph, while more striking from the pictorial standpoint than the one which has just passed from the screen, is in no sense a news picture. It might be *any* fire engine, at *any* fire. It represents a very common mistake made by the beginner in news photography. It is an excellent thing to have an eye for the beautiful and the striking, and to make one's news pictures both, if possible. But when beauty is the main thing pictured, news value is usually conspicuous by its absence, as in this interesting picture of a fire engine blowing off steam.

Broken Wall.—While on the subject of fire pictures, look at this example of news photography. It is remarkable only in that the maker of the picture has been clever enough to see that the damage done in this fire is going to be a large part of the story. Hence he made not only pictures from the street, showing the firemen at work, but climbed to the top of a building across the way, to make a view which would show most plainly the disastrous effect of flame and water upon the gutted building. It is a point worth noting, not only in fire pictures, but in all sorts of news pictures which allow a few minutes' time to the photographer, that the point of view is important here, even as it is in the studio, although the underlying reasons are entirely different.

Wilson in Congress.—The news picture is as often concerned with persons as with things—more often made of people in the public eye at their work and play than any other variety of news picture. Here is the President of the United States delivering his message to Congress assembled upon the Mexican question. It is a news picture of intense interest, and one which was widely published in both newspapers and magazines at the time. Of course, few photographers have the opportunity to make pictures of the President. But the point I wish to make is not inherent in any one man. Every State has a governor, every city has some prominent citizens, every town has a Mayor, every village has a celebrity of some sort. Pictures of these gentlemen (or ladies) are news pictures when those gentlemen or ladies are doing something, have done something, or are expected to do something, which will bring their names before the public.

Wilson at Ball Game.—It is not at all necessary that the person to be photographed for a news picture be engaged in some grave and dignified occupation, such as telling Congress about the Mexican trouble or asking for a repeal of the tolls legislation. The person may be playing a game or taking a walk or riding a wheel, or, as in the picture before you, he may be the first gentleman in the land throwing out the first ball of the baseball

season to be caught by the most prominent citizen of Washington, D. C. I refer to Walter Johnson, sometimes known as "smokeball."

Bryan and Reporters.—If it is possible to get a humorous aspect to a news photograph, it is in just that amount the better picture. Before you is a clever example of getting personality in portraiture. Notice the expression of the central figure, who is, of course, the Secretary of State, Mr. Bryan. You will observe a certain worried, far-off look in his eyes, and an evident desire to escape from the many young men who surround him. The young men are the pick of the Washington correspondents of the great newspapers of the country. They are attempting to interview Mr. Bryan upon two vitally important subjects. One of these is the recipe for a grape-juice cocktail, and the other is the price of Chautauqua lectures, and as both these were interesting sidelights on the Nebraska gentleman, the picture sold.

Battery at Harper's Ferry.—I regret to admit that in the business of making photographs for illustration, there are occasionally tricks of the trade. It is, however, undeniable that pictures made to-day and stored away for future reference are sometimes used next year and the year after, and referred to as "up-to-the-minute" photographs. Before you is a picture recently published under the title "On to Mexico." I happn to know that the picture was made several years ago and at least two thousand miles away from the troubled republic to the south. Yet it is a harmless deception. The battery shown entrained at 4 o'clock in the morning. There was no opportunity to get a good picture of it then, for the art of flashlight photography has not progressed to the point where it can make a picture showing a quarter of a mile of road. Hence the newspaper broker pulled from his files this picture, made a long time before, and quite shamelessly published it. I should not like to be accused of standing here and advising immoral practices, but it seems obvious that if there is in your town a military organization, for instance, a few pictures of it and of its officers, made now, may some day be valuable as news pictures, particularly with the chance of service so plain before the country.

Indians at White House.—I have one more photograph which I catalogue under the strictly news heading before passing to illustrative photography proper. It is an illustration of how a photographer can manufacture news pictures at will. The story of this picture, which is of half a dozen Sioux chiefs coming to see the Great White Father at Washington, is simple. The morning paper carried the information that a certain number of prominent Indian chiefs had come to Washington to see the President and ask him for something—it doesn't matter what.

"Here," said a city editor to his photographer. "Go get a couple of automobiles, pile those Indians in them, and take them up and photograph them in front of the White House."

The city editor had had experience with Indians before.

"Be sure they have on their fancy dress," he said.

Indians, as a rule, don't like to dress up in civilization, because it makes them conspicuous and draws too much attention. But the bribe of a long automobile ride was too much for them. They dressed up willingly enough, were photographed in front of the White House, taken around the city, and given, I am afraid, an occasional treat of fire water by a reporter more charitable than discreet. However, the newspaper had a unique picture (and the fact that the Indians did not actually go into the White House until several days later made no difference to the story) and the photographer later found a wide market for this picture in other newspapers and finally in the automobile journals.

Racing Auto.—The illustrative value of a magazine illustration depends less upon timeliness than upon that elusive quality known as human interest. No ten-word definition of the phrase is known to me. A picture may be full of people and lack human interest. It may have no people and be full of human interest. Broadly speaking, that photograph has human interest which will tell some story to one human being about another.

Apart from human interest, the greatest factor in making salable magazine illustrations from every-day subjects is tersely defined in editorial offices with a slang phrase. They say of a good picture of an old subject, "It has a new slant." "New slant" is a phrase you will hear again, because there is no substitute for it. And if you can capture it and make it yours, and get the "new slant" on the old subject, there is no reason why you should not be highly successful in making photographs for illustration. To illustrate the point, consider this picture of somebody skedaddling down a track at a hundred miles an hour or more, in an automobile. Taken as the illustration of some special race, it is a news picture. As an illustration of a story about racing cars in a motor magazine, it would help "carry" the story. But taken by itself and without any printed story, it is too commonplace, good photograph though it is, to have much "human interest." Contrast it with

Automobile Crossing a Stream.—This picture, which, in spite of the fact that the driver is practically invisible, is yet full of human interest. This picture, which has earned me something like two hundred dollars and is still working, has human interest in large measure. For you know that automobiles don't drive themselves across country streams, and you surmise that the driver is probably getting damp, not to say drowned. Here is something unusual happening to a human being, in a way with which you, the beholder, are not personally familiar. Therefore, the photograph has human interest, whether it be published as an illustration to a story on "The Use of the Fool Killer," or one which treats of "Water Proof Automobile Engines." This picture has been published in general magazines, in automobile magazines, in technical magazines, in a children's magazine, and I have hopes of selling it to a Sunday-school paper and a bee-keeper's journal before I get through, on account of its "new slant."

This sort of picture is not in the classification of those that "just happen." It has to be planned for, arranged for, beforehand. In the illustrative field, these are the pictures which will bring in money in the exact proportion to the amount of brains you expend in digging up your subjects.

Making this picture suggested a whole series, in which an automobile forsook the roads and traveled across country. I will leave to your imagination the question as to whether the automobile really *did* travel across the country or not. But the stories published said that it did, and here are two photographs which seem to prove it. For the camera, in the editor's fond belief, never lies!

Off the Road.—Behold, then, a party of cross-country automobilists leaving the road for their excursion across the fields. It will be unnecessary for me to explain to an audience of photographers that the hillside is not, perhaps, as steep as it appears, or to remind you again that there are tricks in all trades. A little tipping of the camera to one side, a little trimming crooked on the other, and the car apparently takes a plunge!

Taking Down Fence.—Nor did the rail fence stop the mad cross-country career of these daring motorists. As a matter of sober truth, we first took down the fence, then backed the automobile into the field, put back the fence and then took a picture. But the effect is there, and taken in conjunction with the rest of them—there were eight altogether—it made a successful series.

The lot took one afternoon's time. A friend loaned himself and the car and the other fellows went along for a lark. The set has sold several times, and altogether has brought in a little less than one hundred dollars. I trust I am not in error in saying that even George Harris would not sniff at a hundred dollars for an afternoon's work.

Almost an Accident.—The automobile is a fruitful field for the making of illustrations. Good ones are always salable to the automobile journals, the country life and agricultural journals, often to the semi-technical magazines. All you have to do is think up some "new slant" and go out and picture it. The commonplace picture before you was, at the time it was made, such a "new slant." Series of pictures had often been made showing the teaching of people to drive. At that time few women drove gasoline cars and there was some prejudice against it. Hence, a picture showing a near accident to a woman driver while learning sold readily.

Leopard.—There is always a market for first-class animal pictures, whether they be of spotted cats like this, too anxious to turn around and see the nervous photographer with a pale face, sticking his head and shoulder in the cage, or the common house cat playing with her tail. Naturally, few of us have the opportunity to make pictures of cats like these in their native haunts, and not all of us can have access to the zoo or the circus. Yet when either opportunity comes, there is money in sight, particularly for the pho-

tograph which shows either the wild creature in his native haunts or the captive, as in

Feeding Elephant.—This view, in which Dunk, with a reputation for vicious temper, indulges in a sparring match with his keeper. A picture of this sort is really more newspaper than magazine in character. But it is necessary to draw a broad line between the newspaper part of a newspaper and the magazine or Sunday supplement part. There is no news value in this picture—it would be just as good published next week or next year as now. But it will go in a Sunday section of any newspaper whose editor happens to fancy it, because it ties up the human interest to the animal interest. Taken with a few more zoo pictures, it formed a series which sold for twenty dollars and cost two hours' work in a zoo, besides a couple of cigars to the keeper. The title of this picture,

A Surprise.—Which is "A Surprise," is more or less a mystery to me. I don't know whether the gentleman with the pleased smile is throwing the horse or whether he is the trainer and the horse is turning a somersault. Nor does it make any difference. There is action here, in large quantity. There is human and equine interest, both. Of course, it would be necessary to know just what *was* happening before selling the picture, but it would be equally salable if entitled "Throwing a Vicious Horse" or "The Only Somersaulting Horse in the World." I am quite well aware that you have not, as a rule, any very large number of acquaintances among trainers of horses, who have vicious animals they are anxious to take out and turn upside down for your benefit. But, as I endeavored to make plain in the beginning, these pictures are not shown you with the idea that you will go and imitate them. They are merely examples of newspapers and magazine photographs which have sold. The same reasons which make these salable will make others of the same subjects, though totally different in character, also salable.

The clean-cut action picture is always of interest to the editor.

Over the Bars.—Here is a good example of this kind of action picture. To be sure, it looks as if the top bar is going down in an instant, but the action of the picture is unusually fine, and the photography unusually clear cut. A picture of this kind, showing one stage in a progressive operation, is far more salable if it is one of a series than if taken alone. A photograph showing the horse just leaving the ground, another on the near side, and one on the far side of the bars and a fifth showing the landing, would, if they were all as good as this, provide a series which would certainly bring in a handsome profit to the maker, not once, but several times. Yet it would be little more difficult and take but little more time, to get the whole series, than to get the single picture.

Laughing Carl.—Any photograph which can produce a smile can be sold somewhere. As a rule, photographs fall away below drawings in their power to evoke mirth. I shall have to refer you to artists among you for an explanation. I only know the facts. Now and then, however, you will have

the opportunity to make a picture which will draw smiles or laughter. Such a picture is always salable as a contents' design, a cover design, or as an illustration published simply for its interest and its power to please. Naturally, many such pictures concern children—I suppose because we were all children once, and love to remember our own good times, and think of our own youngsters in their time of joy.

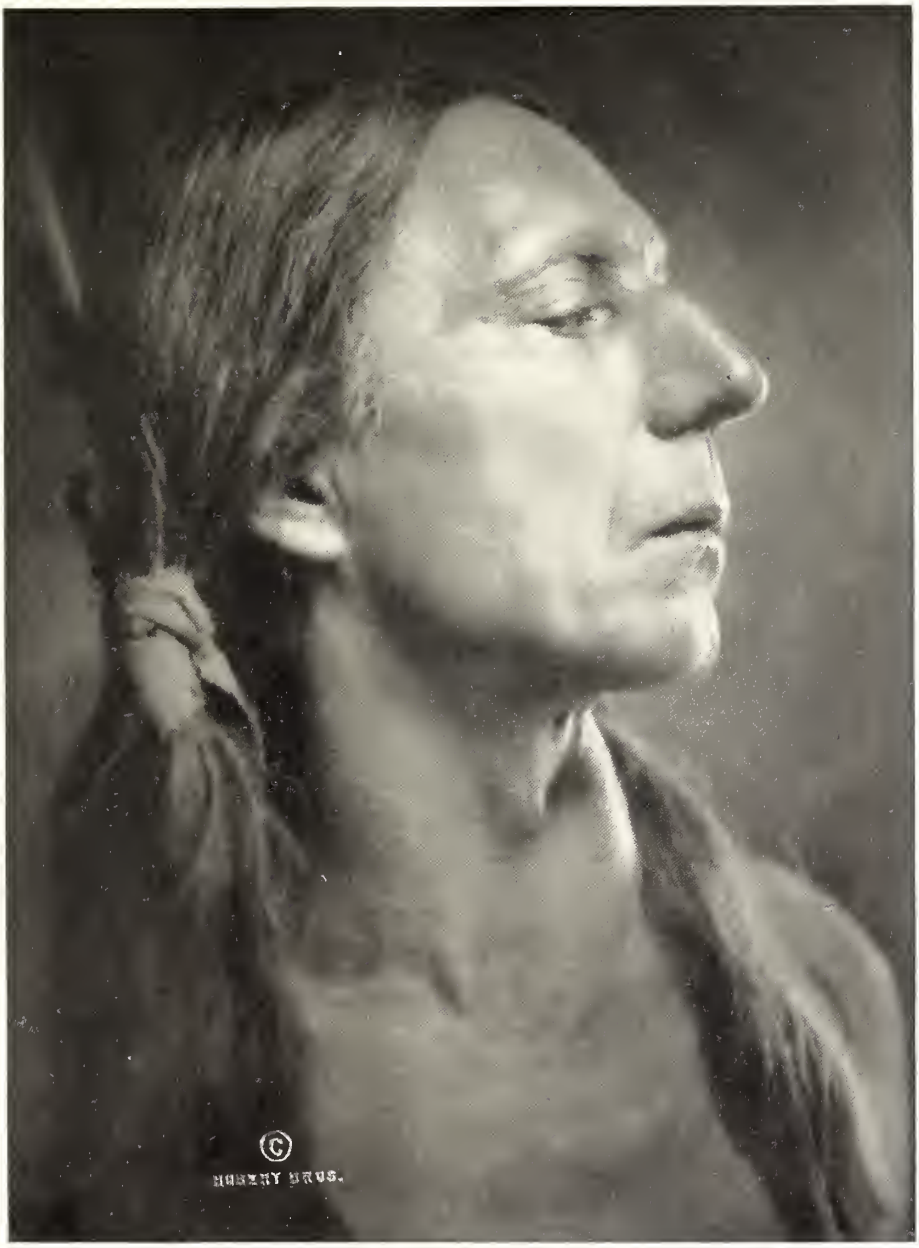
Children on the Beach.—Wouldn't you, for instance, like to be there now? I wouldn't advise submitting such a picture as that for sale to an editor for publication in January. Get it to him in early spring for late summer publication, and you will have small difficulty in selling it. In fact, attractive pictures of attractive children doing almost anything a child can do, can be sold if you will only see to it that something more than beauty of feature or beauty of clothes is in the picture. To sell, beauty alone must be superlative. Merely pretty will not do. But interest—that something in a picture which makes you laugh or smile or want to cry, or wish you were in bathing or desire a drink—interest which evokes some emotion within you —that picture is invariably salable.

Polo.—The field of sport is a fertile one for the photographer who wants to make pictures to sell to magazines. It is near at hand, for we are a sport-loving people, and games of all sorts are played everywhere. A great magazine used a picture similar to this for its cover this month, and had eight more polo pictures illustrating its leading article. Nor was the story on the game of polo alone. The editor had a "new slant" on the subject, and so printed a story on the share the polo pony plays in the game. This picture would serve as well as any he had to illustrate that story. The point in all such pictures is *action*, and we, who form the reading public, like such pictures because they recall either similar scenes in the sports we ourselves enjoy, or moments of interest in games and sports we have enjoyed vicariously from the side lines.

It is essential that the photographer who will picture any game or sport should know something about it.

Baseball.—The man who went out to photograph a baseball game and sat in the grand stand would have to have a telephoto lens, for instance, to get a picture like this. Strenuous action, seen from a close viewpoint, is always of interest. The photographer who knows baseball crouches near third base when a man gets on second, and gets close to the plate when there is a score even remotely possible. Editors of newspapers use a thousand baseball pictures where the magazine uses one, yet there has been no year for many past when I have not sold a number of such illustrations to magazines, each seeking something new to tell about the game, but all depending on the camera, the close play and the dusty slide for their illustrations.

Tennis Player.—There is less demand for pictures of the player of tennis than for those of him who wields bat against ball. Yet there are certain magazines, among which are those of outdoor life and sporting interest.



By HUBERT BROTHERS
Buffalo, N. Y.

which are always on the lookout for tennis pictures. Unless they are of news interest, showing some great player in action, they must depend upon something else than personality to carry them. In the picture before you, one of the rarer plays of the game is shown—what is technically known as a "pick up." The play is difficult of illustration for two reasons. It is never made if the player can handle the ball by any other play, and consequently cannot be expected by the photographer. It is a play made with a quick flirt of the wrist and therefore hard to get. This particular picture formed one of a set of ten showing how tennis strokes should be made and brought fifty dollars without a protest from the editor who bought them. I direct your attention to the ball, off the ground, as shown by its shadows. The editor was pleased with that ball, and others in the other pictures, because, as he was at some pains to explain to me, he had just returned a lot of tennis pictures which, as he said, showed the ball sewed to the racket!

Football.—The football picture is always of use, somewhere. I do not mean to say that you can go out to the next football game you have in your town, make half a dozen action pictures and straightway sell them. There are too many of them for that. If you can get any "new slant" on the game, show any new side, picture any new play, your pictures are sure to sell. This particular sample is remarkable because it shows the open work of the new plays and the ball just leaving the kicker's foot. Too many such plays are but masses of young athletes piled on top of each other. Close-to photographs made with fast telephoto lens, showing a flying tackle or a fall on the ball, will always go. But don't expect to sell them the next day after you make them. I recall one disappointed beginner in newspaper and magazine photography who complained bitterly when I sent back to him a dozen fine football pictures which he had submitted to me two days after the Thanksgiving day game.

"What's the use of my making these fine pictures if you won't buy them?" he asked me.

I was obliged to tell him that as the football season ended upon Thanksgiving Day, I couldn't sell his pictures after that date any more than I could sell Thanksgiving Day turkeys. But I agreed to buy them the following August, if nothing better turned up in the meantime.

Pole Vaulter.—In many sports there is one and only one moment when the height of interest and action occurs. These are more commonly races and contests, rather than games. In the picture of the flying gentleman on the screen, the moment is the moment you see pictures—the instant when the athlete is just coming over the bar. In spite of the fact that many people make magazine pictures with a pocket kodak and the skill of the average amateur and the luck of the devil himself, it is none the less true that he who can pick them out of the air like that by means of skill and practice is the one who is going to land the order in sport pictures.

Dash.—In a foot race, by all odds the exciting moment is at the finish. The photographer who took this picture was so skillful that he actually caught the runner with one foot on either side of the line, the tape against his chest and neither foot on the ground. Any editor who wants any foot-race pictures at all will naturally be interested in such an unusual feature in any you submit, so that it is wise to call his attention to such pieces of luck (or skill) when you make them.

Three Hurdlers.—As an example of the difference between a too inclusive picture and one of restricted action but intensified interest, I will ask you to examine this illustration and the one which follows it. In this picture three men are jumping a hurdle. Their expressions are interesting, their attitudes are amazing, and the photography is beyond dispute. Yet there is something about this picture which is distracting. Perhaps it is the too many arms and legs, perhaps the evident fact that this isn't a race but a group of gentlemen having their pictures taken in the air for an afternoon's sport. Contrast it with this one:

Single Hurdler.—And you will, I am sure, catch my meaning. The hurdler here is clearing the high hurdle on the hurdle path and we have a better opportunity to study his action, decide upon his skill and mentally resolve that we will not go and do likewise at any opportunity. We have plenty of chance to observe the gritty determination of his face and admire the swelling muscles of his arms and legs and to thank our stars that we don't have to go and try it. Both these two hurdle pictures show the art of picking the moment to perfection.

Diver.—One more sport picture, and we are finished with this short sketch of the athletic activities in magazine picturing. It often happens that the editor wants a picture of how *not* to do a thing as well as one showing how it ought to be done. Here is an excellent photograph of a bather making a rather haphazard dive. A critic of swimming and diving would point out that his legs are not together, that he is entering the water at an angle, and that in about half a second he is going to make an awful splash. Such a picture, combined with one showing how a dive *ought* to be made, will bring more money than either could command separately.

Selfridge.—The "before and after" picture is the shortest possible series of pictures. It tells a story. It emphasizes a point, or it explains something. I know of no better example to put before you than two pictures which, stretching across five minutes of time, mark the making of the first martyrdom to the conquest of the air by an aeroplane.

The picture before you shows Lieutenant Selfridge, his hand upon the trigger of the Wright aeroplane, with Orville Wright beside him. The aeroplane is about to start on its last journey on that fatal September day in 1908 when Lieutenant Selfridge was to lose his life. It is perhaps a melancholy boast to say one has made the last picture of a man alive. I not only had that doubtful privilege in this case, but I am confident that I was the

last man on earth to whom Lieutenant Selfridge spoke. You can see that he was looking directly at me. He was waiting for me to get the picture and became impatient.

"Step back, Claudy!" he said. "We are going—"

I stepped back, and they did go.

Wreck.—Five minutes later, after a quarter of a mile run, I made this photograph.

As you all know, for it is ancient history now and hundreds of daring flyers have been killed since then, Selfridge died. Wright was badly injured, but recovered. Those two pictures, side by side, the one showing the start, the other the finish of that fatal ride, were widely published. Of course, when made, they were *news* pictures, pure and simple, and were out of date two days after their making. But magazines bought them largely, and even now, once in a while, I get a call for the "Last Selfridge Picture."

It may interest you to know that it is not, actually, the last picture of Selfridge, though the last one of him conscious. I was heartless enough to make a picture of him as he lay, broken, on his stretcher. But I never had the lack of heart to sell it, and it has never been published.

Hauling Up Whistler.—Another example of the two pictures series in which both are essential to the telling of a story, is seen in this and the picture to follow. A certain whistling buoy was reported to be on a strike. Its mournful warning tones had failed to warn, and some fog-bound vessel had all but struck upon a sand bar. Sent out to investigate, the Government tender hauled the three-ton monster out of the sea. The photographer tied himself to a tipsy ship with his belt and a rope's end and got as close as he dared to the huge iron pendulum as it came over the side. A whistling buoy is moored only in rough water, since it is the movement of the waves which makes it speak. And a three-ton pendulum, upon a rocking ship, is a very good thing not to get in the way of.

But this picture, interesting as it may be, did not show *why* the buoy didn't whistle. So the photographer waited until the buoy was safely landed. Then he made this.

Buoy Cut in Half.—Showing where and how some giant propellor wheel had sheared the long stem of the whistler in half. Both pictures sold to newspapers, and appear at intervals in yachting, boating and marine journals, as well as in magazines which publish stories about the lighthouse and life-saving services.

While on the subject of pictures which pertain to the water, let me say that the editor likes his ocean pictures to have the different "slant" as well as his land pictures.

Beach Scene.—The beach scene, for instance, is one which is continually being taken and never getting published except as an advertisement or to carry a story on vacation resorts. It is interesting, but commonplace. Yet

so simple a thing as climbing up an electric-light pole on a boardwalk allowed a photographer to get this.

Good Beach Scene.—Which was published as soon as offered, merely because it was a little different from the common run of such pictures, as usually submitted. The maker was clever enough to see that the flat perspective of the usual beach scene with more land than water was overdone, whereas one from on high, looking down, was comparatively seldom photographed.

Launch at Speed.—The same principle is to be found in the next two photographs. This is an excellent picture of a racing boat, and doubtless as a news picture of that particular boat when she won an important race, was perfectly salable. But as an illustration of the romance of the ocean, of speed of vessel, as an example of picturesque water photography, it leaves a great deal to be desired. In sharp contrast to it is this

Battleship.—A stunning example of a salable photograph. The markets for a picture of this kind are everywhere. Are the battleships ordered anywhere—to Mexico, for service, or Cape Cod, for manœuvers? Send a picture like this. Does the editor want something picturesque and forceful? Here it is. Is it a sea story which is to be illustrated? The very spirit of the angry water seems to breathe in this picture. Is some battleship on a trial trip? Publish this as an example of trial trip seas. Does some editor want an illustration of man's dominion over the forces of Nature? Here it is, ready to bring in money to the lucky photographer, at intervals, from the day he makes it to the day he breaks the negative.

Of course, not all of us have the opportunity to be in a storm at sea when the battleships go by, and some of us wouldn't be able to come on deck if we were. But the point is not that you go straight away and hire a tug to make a battleship picture, but that you never lose the opportunity to get the picturesque, the startling, the unusual "slant" on a picture, of even a commonplace thing.

Railroad Train.—None of us is so situated but that he can get a picture of a railway train going at breakneck speed. Such pictures are a drug on the market. Every editor has a drawer full. If he hasn't, hundreds of amateurs will give them to him for the asking. There is no profit in the picture because it is overdone—because it is the obvious thing. The picture before you is a good example of its kind—it is sharp, well taken, the motion is well shown both by the smoke and the dust, but—it wouldn't make you turn your head or the page in a magazine.

Snow Plow.—Here, however, is the "new slant"—the picture of a railroad engine which is different. In the north and northwest the snow is the greatest enemy of the railroad—it covers up the tracks and stalls the cars and buries the engines. Only a rotary snow plow can conquer it. But the north and northwest is a strange country to most of us, and consequently when we see a picture of the rotary eating its way through a drift and labor-

ing mightily to do it—if the smoke, steam and falling snow are any criterion —we are interested. And so was the editor, and this, and half a dozen more of the same series, have brought me in many a dollar and probably will in the future. At least, unless some one offers me a very fancy price indeed, the negatives are not for sale.

It should not be forgotten by any one who wants to sell pictures to magazines that what is commonplace to one part of the country is strange and therefore interesting to another part. One wouldn't be able to sell a snow plow picture to a St. Paul magazine, or a field of cotton picture to one published in Atlanta, with half the ease that the effort could be reversed.

Canoe and Deer.—It is for this reason that the true hunting, fishing or camping picture is usually salable. The vast majority of the citizens of the United States do *not* go camping in Canada or the Rockies or the Southwest. But we like to see how the other fellow does it.

And when, as in this case, we can tie our picture to the feminine interest, it is a sure seller. Less women go camping than do men. There are less women swimmers, hunters, fishers, sailors, than there are men. Therefore, pictures of women doing any of these things are always interesting. In the present instance, the picture speaks with the authority of truth to those who have been camping and canoeing and moose hunting. Canoe, costumes, background, moose head, all speak of the great outdoors, with no suggestion of fake about it. The matter of the fake outdoor picture is important because, so the editors of outdoor and recreation magazines will tell you, so many fake photographs are sent them. And the funny part of it is that many of the supposed fakes are *real pictures* which nevertheless look like fakes. One must guard not only against an actual untruth in a photograph offered for sale, but must avoid even the appearance of the fake.

Cowboy.—For instance, here is a perfectly good picture of what appears to be a perfectly good cowboy cooking a perfectly good supper on the plains. Now it doesn't make any difference whether he is or isn't genuine. He was too perfect, if he was true, to look true. The dents in his hat are too careful, the wrist watch on his arm too elaborate, to look natural. The editor said that when he went camping on the mesa, he took off his hot chaps when he stopped to cook supper. He said he didn't wear fifty pounds of lead around his waist while he flapped the flap jack. He said he couldn't cook flap jacks, anyway, without some flour and salt and a little water, and he didn't see any evidence of any of them. He said the fire wasn't properly laid and the background didn't look natural—Oh, the things the editor said about the picture were enough to damn it over and over again. The maker protested that he couldn't help it—it was a real picture. Of course, they all say that, whether it's real or a fake. The point is, don't make pictures, even truthful ones, which look as if they were fakes. If you want to picture a cowboy cooking a flap jack, have him look like a cowboy cooking a flap jack and not like a motion-picture actor posing for his photograph.

Rope Jumper.—Here is a cowboy picture which smacks much more of the real thing because, while any one can put on a pair of chaps, smoke a cigarette, and hold a frying pan, any one can't jump the lariat without considerable practice. It illustrates the point I am trying to make in regard to making one's illustrations seem truthful. It may well be that this is a photograph, too, of a moving-picture actor learning a circus stunt. But it doesn't look like it. If you can get your subjects to look truthful, it doesn't make any difference whether they are fakes, whited sepulchres, or the real thing. Incidentally, it might be said that almost any "stunt" of this kind will make a salable magazine picture. People like to look at their kind doing things they can't do, whether it be a man jumping a lariat or

Bicycle Jump.—Careering through the air on a bicycle from one spring board to another. Again I call your attention to the matter of point of view. In a picture of this kind, which has a somewhat involved and complicated background, it would be all too easy for the photographer to make a mistake. The man who made this picture, however, calculated carefully beforehand (or else was lucky!) and placed his camera at such a height that the jumping figure would be silhouetted against the sky, thus affording that brilliancy of contrast which, in action pictures, is dear to the hearts of all who must make cuts of photographs to print with ink upon paper.

First Gun Picture.—The most spectacular "stunts" which have been photographed recently were those big-gun pictures which appeared in *McClure's Magazine* a few weeks ago. Nothing just like them has ever been published before, although many a gun fire has been printed. Here on the screen is one of such a series, showing the first white smoke just beginning to issue from the cannon's mouth. Only those who have tried to photograph such relatively slow objects as racing automobiles and express trains and stop their motion at some predetermined point, can realize what it means to try to photograph a ten-inch gun in action and get a picture of the projectile.

Second Gun Picture.—Yet that is exactly what the photographer has here succeeded in doing—you can just see the elongated streak which is the projectile traveling some five miles a second, three hundred miles a minute, or at a rate which would more than carry it around the earth in an hour-and-a-half! Naturally, the opportunity to make such pictures comes to but few. But at the risk of becoming tiresome, I want to impress it upon you; there are just as good and just as interesting pictures to be made for publication as ever have been made. You don't have to hunt for ten-inch guns or snow plows or jumping bicycles—they are but examples of various classes of pictures. The opportunity is everywhere, all about you, if you have but the eyes to see.

Alexander Bell.—The technical photograph—meaning a picture of some piece of mechanism, invention or discovery—is always salable, first, to the trade journals dealing with the particular subject, and, secondly, if of

popular interest, to popular scientific magazines, as well as the general magazines. When making such pictures always include life, and, if possible, get into the picture the inventor or maker or some prominent man who is examining the thing under discussion.

For instance, here is a photograph of a piece of apparatus called a tetrahedral kite. At one time it was supposed that the future of the navigation of the air rested in the perfection of this peculiar sort of flying machine. The name and fame of the inventor brought serious consideration to the kite, even before it was tried in public, for its father is no less a personage than that Dr. Alexander Graham Bell, to whose untiring labors we owe the telephone. In the picture, Doctor Bell is standing near the side, a white hat on his venerable head, his pipe in his hand. Taken together with a few others showing the kite performing in the air, this set of pictures had a successful sale.

Big Camera.—If I should tell you that this picture represents the lens end of the biggest camera in the United States, you would probably greet me with polite incredulity. Yet it is a fact. The camera is forty feet long, and has a lens of that focal length. It is at the United States Naval Observatory and is used for making pictures of the sun, every bright day at noon. The image of the sun is cast through the long stationery tube which corresponds to the bellows of the camera, by means of a heliostat or movable mirror. I am showing this picture because it is the second one of this instrument I made. The first time I pictured only the lens. The editor promptly sent it back and asked me to have some famous astronomer pose with the mirror. There was a famine in famous astronomers at the time, and I couldn't get one. So I did the next best thing—got in the picture myself and told the editor that the title of the picture was "Photographer at the Naval Observatory Making a Picture of the Sun," which was as literally true as it was misleading! Did I say before that there were tricks in this trade?

Life Boat.—Once in a while it becomes necessary to use more than one picture to show an invention, discovery or device. Here, for instance, is a photograph of a new life boat, which is supposed to be impossible to capsize. If it is turned upside down, it promptly turns itself right side up. Before buying any of these, the United States tested them. The picture shows the mechanism of the test, in which several men, hauling on a rope, attempt to turn the boat over. But such a picture only tells part of the story.

Second Life Boat.—Here is the needed sequel. The ropes are released, and the boat, true to its reputation, promptly turns itself right side up again, with a convincing splash which the camera caught. The market for such a picture is a wide one. Newspapers all along the coast, boating magazines, publications like the *Scientific American*, *Technical World*, *Popular Mechanics*, all the boys' papers—they are all glad to get pictures of this kind because the pictures themselves are full of life and "go," and because of the interest of the subject.

Breaking Wave.—I have said that the merely pretty picture is not salable to magazines. A scenic picture, to be salable, must have some unusual point of interest. I would not go so far as to say that the picture on the screen could not be sold, because no one but the editor knows for sure in advance what the editor will buy—and he doesn't always know. I do know, however, that it is a waste of time to go about making pictures like this with the idea of selling them. While it is well taken, and pretty, and might be used as a filler up, it has nothing particularly to recommend it.

Kodak Seascape.—Nor has this kind of picture, pretty as it undoubtedly is, a wide market. The photographer has made the most of his opportunity—he has clouds and a good lighting and a framing effect of trees, but it is after all, merely a pretty waterscape. I have received literally hundreds of such from photographers, both professional and amateur, who want me to buy them, or to sell them on commission. So have I received dozens of pastoral subjects, like this.

Sheep.—Which, while undeniably pretty and peaceful, will not sell except for some very special purpose, as, for instance, if the editor happens to be publishing a story on "Sheep Farming" or "The Joys of the Country," or "Where the Wool Comes From," or something like that. But the chances of your finding the particular editor who has the particular story for which you have the particular illustration, are very slim. In a few words and short, then, don't send off merely pretty pictures. If you try to sell beauty, send something stunning—something that takes the editor right off his feet, either because it is beautiful or because it has some spectacular lighting effect.

Night Auto.—For instance, here is a picture of an automobile at night, photographed from the rear to give the effect of a silhouette against the light of its own headlamps. A flash, the operator hidden by the machine, made this oddity possible. I made it several years ago and I still sell copies of it.

Mountains—Trees.—Here is an example of a picture so beautiful that it can't help selling! You will recognize it at once as being an unusual piece of photography—you who have never tried it are requested to go into the mountains and make a foreground and far distant study like this and get as much softness and detail in both at once—then you will appreciate that whoever the man was who did this piece of work, he knew how to use a camera.

Clouds and Snow.—Here is another mountain scene which is unusual in its appeal from the ruggedness of rock and snow to the storm clouds sweeping overhead. Of course, you can't pack half a dozen mountain pictures up and send them off to the *Iron Age* or *Home Needlework Magazine* and get fifty dollars for the outfit! You have to pick your market. But the market is broader than the travel magazines alone, since all the great illustrated periodicals, both here and abroad, occasionally publish pictures of unusual or beautiful scenery.

By FOSTER STUDIO
Baltimore, Md.

Flower Slide (Poor).—If they want snow scenes in winter for cover and for contents, they as frequently want flower studies in spring and summer. Here again the market is overdone with ordinary pictures and wide open for the unusual. I cannot tell you, nor can the editor, what makes the difference between a striking and a beautiful and an ordinary flower picture, both of which are well photographed. But I can show you. The one before you is perfect as a photograph, but poor as a salable picture. It is too confused, too massy—almost I said too messy.

Flower Slide (Good).—Here, on the contrary, is one which is clean cut, striking, dramatic and beautiful. There would be no question in any editor's mind as to which he wanted, if he wanted either. Neither would he doubt that he wanted none if I should send him only the first one shown you!

Venice Pigeons.—There is an exaggerated idea possessed by many people who travel that all one has to do is to bring back a few hundred foreign pictures, to make his everlasting fortune. Nothing could be further from the truth. Illustrations of almost any place in the world can be bought for three dollars in New York City. Of course, travel magazines and editors publishing travel stories, get tired of publishing the same old scenes, year after year, and they do buy new ones. But competition is largely stifled, as far as scenery in this country is concerned, by the advertising efforts of Boards of Trade, Chambers of Commerce, railroads and steamship lines.

A few years ago I was in New Orleans. I met there one Frank S. Noble, who comes from Rochester, N. Y. Friend Noble spent a whole day showing me the city. I went home and wrote a three-thousand word story about New Orleans, and when I got through, I believed I had lived there all my life. I wanted a lot of illustrations of New Orleans. Did I buy them? I did not! I wrote to a railroad, and the New Orleans Board of Trade, and they swamped me with free photographs, so that what I sold was entirely profit. One firm was paying my traveling expenses, Frank S. Noble gave me the story, and New Orleans and the railroad gave me the photographs. I had a good time, and a three-figure check for the outfit I sent to the friendly editor.

Well, then, travel pictures are, as a rule, difficult to sell because so many can be obtained for nothing. I suppose there is never a man, woman or child goes to Venice who doesn't photograph St. Mark's and the pigeons—and tries to sell it when they get home!

Paris.—Then they go to Paris and take some of her wonderful vistas—corking photographs, too, some of them—like the one before you—interesting, beautiful, and precious to the maker. But why should the editor buy them? They are commonplaces to most travelers, and, anyway, the big stock houses, like Underwood & Underwood, or Paul Thompson, have them by scores.

Russian Church.—The travel picture which is more readily salable is the picture which is of some special thing, rather than an inclusive scene. Had

I been to Geneva and pictured this Russian Church, for instance, I do not think I would have much difficulty in selling it, with a few facts about it, to some denominational paper. But that it would pay me to go to Geneva to make the picture and get the facts, in order to sell it, is, of course, an absurdity.

Alhambra Court Yard.—On the other hand, the beautiful picture made as a travel illustration will always sell—if only it is beautiful enough. I would like to own the negative of this, for instance. It is not only a replica of a beautiful thing itself—it is a superb example of photography, taken, as it is, against the light and yet with its shadows absolutely transparent and no halation whatever to mar the wonderful carving.

Luray.—Presumably you will travel first and more in your own country than abroad. And you will find a thousand natural wonders here to photograph. The trouble is, as I have said, there are so many to be obtained free. Yet once in a while you will find a chance to get a good picture of some natural phenomenon, or to get that everlasting "new slant" which always spells cash. In the screen is a photograph of what is known as Skeleton Gorge in the caverns of Luray, Va., because the remains of some prehistoric ancestors of yours and mine are to be seen there. You have probably seen this picture in print—at least it has been published many times. And whether you live near Luray or Mammoth Cave, or the geysers of the Yellowstone, or the natural bridges of Utah, or the Grand Canyon of Arizona, or the Natural Bridge of Virginia, or Hot Springs, or Niagara Falls, or an irrigation project or a petrified forest, there is always material which will sell—if only you can get the new slant upon it, different from what the other fellow has had before you.

Interior.—While on the subject of pictures which sell because of their beauty, I want to mention interiors of striking loveliness or interest. I also want to say that I am *not* showing this picture because of its beauty. It is the interior of one of the rooms of the German Embassy in Washington, and is interesting because of the great value of the art objects which are there. While few of you will have access to embassies, all of you who practice the making of home portraits will have the opportunity to make interiors of homes, and such journals as *House and Garden*, *American Homes and Gardens*, *Suburban Life*, and *Country Life in America*, are always on the lookout for interiors which show beauty, interest, unique arrangement or unusual decoration. While making a home portrait, it takes but little more time and only a plate or so to secure an interior of the room, and the majority of home owners will be glad to have you make such a picture if you desire.

Beautiful Women.—That Ansco contest to determine the most beautiful women in America is an opportunity for all who make photographs for illustration, and I want to impress on you that it is not going to be won by feminine beauty alone. If I knew in advance the name of the most beautiful

woman in America and if she was willing to pose for me, would I win that prize? I would not. I could not compete with you who are masters and mistresses of portraiture. Nor can you, skillful though you are, win without some beauty of model. Who wins this contest is he who can best translate a woman's beauty in picture form—who can, in other words, best do it justice —with a new slant!

Head and Bird.—Another form of the picture of beauty alone is the fancy or so-called "art" picture or "art study," of which many are made and few are sold. There are few sold because few are sufficiently beautiful. The one on the screen, which many of you will recognize as an old convention picture, is of the type which sells to the manufacturers of calendars, fancy post cards, etc. At least one member of this body, Mr. Knaffl, can give you information regarding such pictures, since his Madonna is famous throughout both homes and art stores of the land. I can speak with less authority, because I have personally done but little of such work. One of my excursions into it netted considerable money, however. I refer to

The Patrol—which is before you. I regret to say that the lantern slide is by no means as good as the original, and you may perhaps wonder what there is in this picture to make it sell. I have sometimes wondered myself. Yet I can only say that it has been exhibited at three international expositions as showing the very spirit of the life-saving service, that I have personally sold more than fifty copies, and that I then sold the negative to an art company which paid me a lump sum and at the same time left me with the publication rights in the picture.

Girl Carrying Camera.—The subject of making photographs for the use of advertisers is a large one—much too large to handle in the small interval left me. But it would surely be a sad omission if I left the subject without showing a few samples of advertising photography.

The example which will immediately occur to you all is that annual advertising competition in which the Eastman Kodak Company offers large prizes for the making of photographs suitable for its own advertising.

In these pictures, as in all photographs for use of advertisers, it is the *idea* which counts—not the mere technical skill. It is not sufficient merely to show a kodak in use. I know of a photographer who made a picture of a woman in widow's weeds kodaking a grave stone, with the idea of winning a kodak prize. Can you imagine any sane person thinking that such a picture would be good advertising? Thousands of pictures are sent to Rochester in that competition which are of no advertising value whatever—merely good or bad photographs.

Here is an example of good advertising photography as applied to the kodak—a picture of a girl carrying an instrument. It is a good advertising picture because it ties up a joyous and pretty girl with a kodak.

Bride Picture.—Another excellent example of the art is this attractive picture of photographing the bride—tieing up the kodak with an event which

is attractive in itself, and doing it by means of a first-class photograph. Personally, I think the picture is open to criticism because of the case hanging from the arm of the fair photographer. It not only makes an unattractive black spot upon the light dress in the light surroundings, but it is unnatural. Surely the lady would take enough pains with photographing her friend in bridal array to make it necessary to lay down the case while doing the work! It is not necessary to have too many evidences of kodaks all over the place in order to make such a picture good advertising.

Girls with Book.—For instance, here is a first-class advertising picture which has no hint of a kodak in it. Merely two attractive young ladies with an album—by implication an album of kodak prints—showing the enjoyment to be had out of a kodak after the summer is over.

Nor is it necessary to make such pictures with pretty girls, although, if one uses girls at all, certainly pretty ones are indicated.

Boy Scout.—This attractive picture puts kodakery before the boy scout in a way in which he must notice it, and such a way that it is very likely to be brought to the attention of his parents. It would seem that the apparent lump of ice on which he is seated might me metamorphosed into something more comfortable, and a less studio-like background might make the picture more natural, but in spite of these things, it is a wholesome, interesting, clever picture—a good advertising picture.

Boys on Bank.—The obvious naturalness of this picture needs no praise from me. All boys like the country, the woods, the water. If more boys can be taught to use kodaks on their "hikes," then more cameras and supplies will be sold—and that is what advertising is for. Hence, a picture which shows two boys interested in photographing something on the river is sure to carry the suggestion to any lad who sees it, "By George, I'd like to have a camera. I must ask Dad!" and there you are.

Omega Oil.—Do not get the idea that because the Eastman Kodak Company offers prizes for advertising photographs, it is your only market. Every advertiser who uses the magazines is a possible market. More and more are advertisers coming to use the photograph in preference to the drawing, painting or line picture, partly because of increased perfection in the printing of the half-tones which reproduce photographs and partly because of the increased perfection of the photograph as a means of telling a good advertising story.

J. Ellsworth Gross, who is famous as a maker of photographs for advertisers, sends me this and the following pictures, as illustrations of the fact that it is the idea, not the photograph, which counts. There is nothing in any of his photographs which could not be duplicated by any photographer, as far as models are concerned. What you see is, of course, the finished advertisement, not the original photograph. No one who rides in street cars but knows the Omega Oil people—with their lame backs and sore legs and

bruised arms and aching heads! A perfectly simple idea, but yet a salable one.

Boy and Slate.—Children make especially attractive models for advertisers, since we all respond, more or less, to the appeal of childish beauty and the winningness of a childish smile. This has been utilized here in this attractive picture of a small boy with a giant slate, on which is inscribed a smile-producing reference to "sending the holler right out of me!"

Bachelor Cigar.—Those of you who smoke have probably sampled a Bachelor cigar. If you haven't, ask for it next time you go to a cigar stand and notice the lithograph on the end of the box. You will see that it was made from this combination print of a bachelor, seeing in the curls of smoke from his cigar a dream of his lady fair. There was nothing inherently difficult in this idea, either, any more than there was in

Mammy.—Mammy and her bag of flour. Mammy is famous as that cook who smiles at you from the rear of every magazine on the news stands, yet Mammy, like the cook, started as an idea and finished as a photograph and a good-sized check. There were mammies and cooks before there were advertisements, and there are plenty left. It remains only for you to use your thinking apparatus to enjoy some of the money paid out for photographs containing clever advertising ideas.

Snow Girl.—The world is full of pretty girls. Your sister—some other fellow's sister—a professional model—are to be found everywhere. This was another simple thought—a black background, some dots of white, and a pretty girl with a muff. Yet it is an excellent and attractive advertisement, and, as such, made money for its maker.

Cover Designs.—One more suggestion, and I will tax your patience no longer. Making covers for magazines is a separate art in itself. A cover photograph must either fill a want, or be, in some way, striking or original. On the screen is a picture which appeared as the cover photograph of the largest motoring magazine published. You may, perhaps, wonder in what way it is either beautiful or striking. Yet it covered a magazine which at that time was anxious to impress upon the public the suitability of the gasoline car for woman's use. The picture is further worth a moment's attention in that it combines the cover photograph with the advertising photograph. I made it and took in one hundred and ten dollars for it. Ten for the photograph, paid by the publication, and one hundred from the manufacturers of the car who were willing to pay me that amount for the sake of having me use their car in this connection.

Those early days of the industry are over—such sums would hardly be paid to-day by motor-car manufacturers for such an opportunity. But there are other opportunities just waiting to be picked up if you will only look for them.

Country Life.—It was such an opportunity which was embraced in this cover, in which an automobile chasing a dirigible was the editor's idea of a

cover which should typify the spirit of the new year. The editor thought it would be a simple matter to get such a picture, but after chasing around flying fields in a motor car for a month or so he gave it up, and asked me if I could get him such a picture. I told him I could if he wouldn't ask me too many questions. He agreed to throttle his curiosity. I took a friend in his car and had him wave his hat at the air while I photographed him with the camera held near the ground, giving plenty of sky room. To print in a picture of a dirigible actually made months before was a simple matter. And it wouldn't be fair to tell you what the satisfied editor gave up for my simple device. Have I mentioned, yet, that there are tricks even in this branch of photography?

There—I am almost done. If, however, I have not succeeded in impressing on you three things, I will have failed in what I undertook to tell.

First—Any one who cares to can make extra money in selling photographs to magazines, art companies, calendar companies, postal-card manufacturers, newspapers, advertisers, if he only will.

Second—The opportunities are everywhere—in your home, across the street, all about you. What is needed is human interest and the new slant to the old idea.

Finally—What is paid for is not your photographic skill, but your idea; not your ability as an artist so much as your ability to think, to originate, to use your brains.

Photographers' Association of America

34TH ANNUAL CONVENTION

JUNE 15·16·17·18·19·20, 1914

ATLANTA, GA.

PROCEEDINGS

OF THE

Sixth Annual Session of the American Congress of Photography

MANLY W. TYREE — *President*
RALEIGH, NORTH CAROLINA

W. H. TOWLES — *First Vice-President*
WASHINGTON, D. C.

HOMER T. HARDEN — *Second Vice-President*
WICHITA, KANSAS

L. A. DOZER — *Treasurer*
BUCYRUS, OHIO

JOHN I. HOFFMAN — *Secretary*
WASHINGTON, D. C.

Roster of Congress of Photography

Manly W. Tyree, President and Chairman.

DELEGATES.

Alabama.—Mercer Wilson, Birmingham; F. A. Boyle, Mobile.
Arizona.—A. R. Buchman, Tucson.
Arkansas.—J. H. Harris, Little Rock; Joseph Shrader, Little Rock.
Colorado.—F. E. Post, Denver.
California.—Edward Belle-Oudry, Oakland; Mr. Webster, Oakland.
Delaware.—James Cummings, Wilmington.
Florida.—H. Lee Bell, Pensacola; R. E. Neck, Palatka.
Georgia.—Thurston Hatcher, Atlanta; G. W. Foltz, Savannah.
Illinois.—Herbert B. Medlar, Woodstock; D. D. Tennyson, Litchfield.
Indiana.—Ben Larrimer, Marion; Geo. G. Holloway, Terre Haute.
Iowa.—Chas. F. Townsend, Des Moines; H. E. Voiland, Sioux City.
Kentucky.—J. L. Cusick, Louisville; Mrs. Ethel C. Standiford, Louisville.
Kansas.—Homer T. Harden, Wichita; Mrs. J. M. Yoder, Herrington.
Louisiana.—Richard Rolf, H. D. Harvey.
Mississippi.—J. A. Hammond, Meridian; J. R. Holmes, Louisville.
Maryland.—John Bachrach, Baltimore; J. T. Selby, Baltimore.
Michigan.—E. E. Doty, Battle Creek.
Missouri.—F. W. Crowe, Marysville; Mamie Gerhard, St. Louis.
New York.—Dudley Hoyt, New York; Howard D. Beach, Buffalo.
New Jersey.—Arthur Hull, Long Branch; Geo. W. Wonfer, Camden.
Nebraska.—Julius P. F. Leschinsky, Grand Island.
North Carolina.—Waller Holliday, Durham; L. L. Higgason, Asheville.
Ohio.—B. Frank Moore, Cleveland; L. F. Redman, Cincinnati.
Oklahoma.—W. E. Brooks, Shawnee.
Pennsylvania.—Ryland W. Phillips, Philadelphia; J. B. Shriever, Scranton.
South Carolina.—J. P. Howie, Columbia; W. D. Clark, Charlotte.
Tennessee.—W. G. Thuss, Nashville; James H. Brakebill, Knoxville.
Texas.—Martyn Elliott, Austin; Mrs. Martyn Elliott, Austin.
Virginia.—R. W. Holsinger, Charlottesville; O. W. Cole, Danville.
West Virginia.—J. E. Giffin, Wheeling; A. T. Proctor, Huntington.
Washington, D. C.—Geo. W. Harris, Will H. Towles.

By B. FRANK MOORE
Cleveland, Ohio

Proceedings of the Sixth Annual Session of the American Congress of Photography

Held at Atlanta, Georgia, Week of June 15, 1914

Opening Session, Tuesday, June 16, 1914, 9.30 A. M.

By President Tyree: The meeting will please come to order. I now declare that the Sixth Annual Congress of Photography is now ready for business.

I want to call the names of the States and delegates. Will you please answer "Here"? If you have your credentials remain in your seats. Those of you who have not credentials will immediately come forward to the Secretary, who will give you the cards.

(Roll call.)

By President Tyree: I would like to hear the report of the Committee on Resolutions that was appointed yesterday morning. Mr. Holsinger, I believe, is chairman.

By Mr. Holsinger: *Mr. President, Ladies and Gentlemen:* We have had a very short time to formulate this report; and we have not a very formidable report to make. The first resolution that we make is:

"*Resolved*, That the P. A. of A., assembled in Atlanta, wish to go on record as expressing their feelings of indignation against the unfair discrimination by the postal authorities for not allowing photographs the benefits of parcel post rates; be it further

"*Resolved*, That the Legislative Committee take proper steps to secure parcel post rates for photographs."

And next: "This committee having read with pleasure the previous issues of the *Association News* heartily approve it, and recommend that the same be issued monthly."

"This committee recommends that the Executive Board of State Societies shall confer with the Secretary of the P. A. of A. before selecting their convention dates."

"The Legislative Committee, having no insurance statistics to enable them to make an intelligent report on insurance matters, therefore recommend an appointment of a special committee to be composed of the President as chairman and two or more members of his selection to be appointed at this meeting to secure the proper information and report at the next convention."

We have got a report to make in regard to allowing photographers to use copyrighted trade-marks.

By W. D. Clark: I move that the other matters just read be taken up before we take up the matter of the trade-mark.

By President Tyree: I would think it would be best to take them up one by one. I am trying to expedite this business so we will not have to go through a lot of extra routine. I think they should be taken up separately, one by one, each resolution, before it is adopted or rejected. But we are now simply getting the entire report.

By Mr. Holsinger: We have been discriminated against in the way of a trade-mark the same as we have in the parcel post. This proposed law changes the trade-mark law to apply to photographers as well as other business men. As it is now, a great many men of ability will make ten or fifteen negatives of a customer, probably ten by twelve, or eleven by fourteen. They will make nice proofs of each one, and the customer will perhaps come back with one proof and give you an order; and the rest are carried off to some cheap copying house and copied. They have got this man's ideas, his methods, his time and his work, and so forth, and he has no way of protecting himself. Under this proposed trade-mark law, we can stamp every photograph before it goes out and it makes it unlawful for any one to copy it. We have simply taken the trade-mark law and applied it to the photographers. I will read it to you:

AN ACT TO AUTHORIZE THE COPYRIGHTING OF PHOTOGRAPHS BY USE OF TRADE-MARKS.

Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled: That any person entitled to copyright any photograph, negative, proof, print or plate, under the general copyright laws of the United States, may secure a copyright thereof by complying with the requirements hereinafter set forth.

First. By obtaining registration of a trade-mark, of the description hereinafter set forth, in accordance with the requirements of the general trade-mark laws of the United States.

Second. (*a*) By applying, printing or stamping such registered trade-mark on each and every photograph, negative, proof, print or plate made by him, which he desires to copyright, and on each and every copy thereof made by him, in such manner as to be permanent, legible and intelligible.

(*b*) Such registered trade-mark shall be applied, printed or stamped upon the photograph, negative, print or plate or copy thereof, itself, or upon the margin or mounting thereof.

Third. A trade-mark within the meaning of this act shall consist of the word "copyright," or the abbreviation "copy.," or the letter "C," enclosed within a circle thus: Ⓒ, together with the name, initial, monogram, mark or symbol of the copyright proprietor, and such other matter as the copyright proprietor may desire if approved by the Commissioner of Patents,

and not prohibited by the general trade-mark laws of the United States. Such a trade-mark shall be known as a photographer's trade-mark.

Fourth. A certificate of registration of a photographer's trade-mark under this act, shall remain in force and may be from time to time renewed by complying with the requirements of the general trade-mark laws of the United States, upon request by the registrant, his legal representatives or transferees of record in the Patent Office.

Fifth. Any person who shall deem himself injured by the registration of a photographer's trade-mark under this act, shall be entitled to the remedies provided by the general trade-mark laws of the United States.

Sixth. A copyright proprietor under this act shall have all the rights, privileges and remedies secured to copyright proprietors, and be subject to the penalties prescribed by the general copyright laws of the United States.

Seventh. Any court given jurisdiction by the general copyright laws of the United States and any court given jurisdiction by the general trade-mark laws of the United States shall have like jurisdiction of all actions, suits or proceedings arising under this act.

Eighth. Any person who shall willfully infringe any copyright secured by this act, or any person who shall knowingly procure, aid or abet such infringement, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by imprisonment for not exceeding one year, or by a fine of not less than $100.00, nor more than $1000.00, or both, in the discretion of the court.

Ninth. Any person who shall use an unregistered photographers' trade-mark, or who, after failing to renew any such trade-mark as provided in this act, continues to use the same by applying, printing or stamping it upon any photograph, negative, proof, print or plate made by him after the expiration of the period for which such trade-mark was registered or renewed, and any person who shall knowingly procure, aid or abet such use of any such trade-mark, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be punished by imprisonment for not exceeding one year or by fine of not less than $100.00 or not more than $1000.00, or both, in the discretion of the court.

Tenth. The Commissioner of Patents shall provide and keep such records as are required to carry out the provisions of this act; and shall certify to the Register of Copyrights all photographers' trade-marks, which may be registered or renewed in accordance with the provisions of this act.

Eleventh. The Register of Copyrights shall provide and keep such records in the copyright office as are required to carry out the provisions of this act.

Twelfth. This act shall go into effect on the first day of July, 1917.

Approved:

R. W. Holsinger,
Ben Larrimer,
George W. Harris.

By Mr. Holsinger (continuing): This bill was drawn up by one of the most able lawyers in Virginia. I can read you some letters received by Mr. Walker from some of the leading publishing firms and others. He has drawn many bills. So there is no doubt in the world about the bill being right; and if we all stand together I think we can get this through without much trouble. We shall be enabled to copyright our pictures immediately when we get this through, and then nobody can copy our work. If we pass this, I think it will be one of the best things that we have done; and if we do this, it will show photographers that we are really here to help them.

I thank you very much. (Applause.)

By Mr. Harris (of Washington, D. C.): In order to get the matter thoroughly before the Association, I would like to say just a few words on this.

I don't believe there is anything in the way of legislation that has ever come up before us that is more interesting, at least to me, than this proposition. On first listening to it, you would think, or one would naturally have the thought, that it would take away the idea of copyright. It does not touch the copyright, so far as the laws are concerned at this time, but it would give each of us the right to make some kind of a trade-mark and put it on everything we send out, it would then be illegal for any one to make copies of work which carries that trade-mark. Now, if we copyright a picture you have to put it on the negative and if any one should get hold of a print that does not have the copyright mark on, it would not stand. There are a whole lot of people that will not let you put the print on the negative. I have found that we cannot put our copyright on the prints lots of times on account of the customer objecting. When they object to it, of course instead of losing that business I take it off. Now with a trade-mark, I don't think they would have the same feeling, and if we pay for a blanket right to put that trade-mark on everything that we happen to turn out we have got the whole thing. I think if we endorse this proposition here, now, then we can have this Legislative Committee put it up before the Congress, and bring it before the Houses of Congress of the United States; then when it is up before Congress the thing for all of us to do is to write our own Congressman, and get all other photographers to do the same thing.

I move you, Mr. President, that this Congress and this convention endorse this legislation, and ask the Legislative Committee to bring it up at the proper time and proper place, and before the proper persons to put it before Congress.

(Motion seconded.)

By Mr. Shrader: Mr. President, I want to understand that clearly. You state that if you put the trade-mark on a photograph it will prevent any other photographer from making a copy. We are often asked to copy pictures by people, and they pay us for it. What course would you

take in such a case where a person brings you a photograph to copy and pays you for it, and it is marked by some other man in the country?

By President Tyree: I will ask Mr. Holsinger, the father of this, to explain it and get it straight in your mind.

By Mr. Holsinger: I did not understand his question.

By Mr. Larrimer: I did. If this bill became a law, and a copyrighted photograph is brought to a photographer to copy he would not be allowed to do it. The rights remain absolutely with the man who originally took the picture.

By Mr. Shrader: Does the trade-mark do away with the copyright?

By Mr. Larrimer: This perhaps is a substitute for the old, cumbersome, expensive method of copyrighting pictures, by paying a fee into the offices of the United States you can register a trade-mark, and when you stamp that upon a negative or picture it supplants the present method of copyrighting the picture and it protects your rights in the picture, and no one has any right to make any sort of a copy for any purpose. This trade-mark picture will have the same effect as if copyrighted under the present method.

This suggestion, members of the Congress of Photography, is simply an easy method of copyrighting your pictures without the delay. You pay in advance a certain fee and register this trade-mark, and as soon as you make a picture you stamp this trade-mark upon it. In answer to your question (referring to Mr. Shrader) no photographer would have a right to make any sort of a copy from a picture that was stamped.

By Mr. Holsinger: This does not repeal the old copyright law. It leaves it optional whether he (the photographer) copyrights it under the old method, or whether he takes a trade-mark. We do not want to repeal it, because the newspapers would go down there in numbers and defeat the whole proposition. So we do not change that at all, but leave it optional whether he takes a trade-mark or not.

By Mr. Shrader: Just taking the words of Mr. Holsinger, we will lose everything. It appears to me that we are asking too much in that way. Suppose somebody has a photograph of a relative, or whatever it may be, taken somewhere thousands of miles away from the city I live in. The customer brings me that photograph, and asks me to copy that. It has a trade-mark of somebody a thousand miles away. I must say to the customer, "Excuse me, I would like to do it, but I cannot; it is against the law." Is that fair to the customer?

By Mr. Larrimer: This question was never put, Mr. President. It has been moved and seconded that this question be referred to the Legislative Committee with instructions to bring it before Congress. I would suggest that you put that question, and then ask for any remarks.

By Mr. Harris: That was not the motion.

(Motion read by stenographer as follows: "I move you, Mr. President, that this Congress and this convention endorse this legislation, and ask the Legislative Committee to bring it up at the proper time and proper place and before the proper persons to put it before Congress.")

By Mr. Holsinger: I suggest that you had better state what legislation this is, so we can carry that resolution before the committee in case it is necessary to go to Washington. The motion says simply we "endorse this legislation." We understand what legislation he has reference to, but I think it should be stated more definitely.

(Question called for, put and carried.)

By Mr. Abel: May I say a word or two? I believe you gentlemen are laboring under a misapprehension and a misunderstanding of what a trade-mark is. The fact is, a trade-mark is for the original business—

By President Tyree: The motion was carried, Mr. Abel.

By Mr. Abel: Well, I would like to explain. The copyright protects the article itself. The trade-mark is simply a picture which designates the article. If I put a trade-mark on it, it simply means that nobody can absolutely copy that trade-mark, but he can copy the article, unless patented. If a man brings me a photograph and I see it is copyrighted, I cannot copy it. But if it says "trade-mark" I can copy it, but I do not dare copy the emblem that is on it. The trade-mark merely protects the trade-mark, but the copyright protects the articles. That is the difference.

By Mr. Holsinger: We understand that. We have a copy of the trade-mark law. If you will read that proposed trade-mark law again, that we have just carried, you will see that we have just as carefully protected our pictures under the trade-mark as under the copyright law. It is a combination between the two. No photographer's trade-mark will be valid, unless it includes the word copyright. It has got to be in his trade-mark in order to get the copyright protection; and in that method we get the same copyright protection we have under the old method. It makes it unlawful to copy a photograph with the copyright trade-mark.

By Mr. Larrimer: Will you allow me a word to explain Mr. Abel's position. Mr. Abel has explained the condition as it now is. This proposition, if you read that carefully, changes the present condition. I appreciate Mr. Abel's effort, but it simply clouded the issue. It is not the way it will be if this proposition is enacted.

By Mr. Claudy (not a delegate): I move that the other resolutions be carried as a whole. I do not think there is anything very particular there, except the first one.

(Motion seconded, put and carried unanimously.)

By Mr. White (not a delegate): If I understand this bill it absolutely prevents a copying house from copying a photograph made by any one, even for an enlargement.

By the President: If it is copyrighted.

By Mr. White (not a delegate): Then as I understand it, this trade-mark under that bill is a substitute for that trade-mark. Therefore, I move you, sir, if I am in order, for a reconsideration on this bill, and that it be not put up to the Congress of the United States in this hasty manner.

By Mr. Giffin (of West Virginia): This matter that you are now discussing has been passed upon by this Congress, and I move you there be no further debate at this time.

By President Tyree: There is no debate. This gentleman wanted to talk and get it out of his system.

By Mr. White (not a delegate): I call upon the delegates of Georgia to move for a reconsideration of this bill, and do not move, gentlemen, in such a hasty manner over such an important matter of legislation.

By Mr. Doty: *Mr. President and Assembled Delegates:* This proposition is "a tempest in a tea pot." What this bill is intended to accomplish is to give you better facilities. The general objection that a "gentleman" cannot copy a photograph stands to-day exactly as it will stand after this bill is passed. It simply gives you more facilities. You have the right to delegate to any publisher the right to copy any photograph you have taken, even if copyrighted. You now have the right to transfer that authority. We simply want greater facilities and more photographs copyrighted. It is the habit of the theatrical profession to get reproductions at thirteen cents a piece and less down in New York City. That is one of the things we want to overcome. If we copyright more photographs, you will be better off. This bill is not to put a muzzle upon the press, but only to facilitate the copyrighting of photographs and do away with that cheap reproduction business in New York. (Applause.)

By President Tyree: You are under the wrong impression, Mr. White. This does not change it one iota from the present time. It is just the same now as it will be then. Mr. Larrimer, will you explain it?

By Mr. Larrimer: I think he is under a misapprehension. I will say at the start that this Photographers' Association is not working against the interests of the copying houses, but the professional copyist in New York. If we are going to do anything, the intention of this bill was to raise our own standard—to give the creator the invested right in his own goods. And, excuse me for the term, but it was our purpose to throw as much of an obstacle in the way of the parasite as we can.

Now, so far as making this unavoidable and irrevocable, I think Mr. Doty explained it when he said it was "a tempest in a tea pot." The whole proposition is to make it easier for us photographers to copyright our stuff. At the present time you must take two copies and mail them to Washington with a fee. This proposition is that you pay an annual fee, which all photographers will not take advantage of, instead of going through the routine and bother of copyrighting each separate picture by

paying a separate fee. The annual fee would register the copyrighted trade-mark, and all that is necessary to do is to put it on the picture without the formality of mailing copies to Washington. It does not change the proposition, except it makes it easier for the photographer to copyright his pictures.

I tell you I want to go on record as telling this convention you need not be at all afraid of this proposition.

By Mr. Harden (of Kansas): It might also be well to enlighten the brethren as to the length of time this proposition has been in existence. If I remember correctly, and I have been in regular attendance at the conventions, this proposition has now come up three years. Therefore, we have considered it for at least three separate years.

By President Tyree: I want to make a statement. In ten minutes Dudley Hoyt will demonstrate the Seed plates, assisted by the demonstrators of the Seed Company. They wanted about ten or fifteen minutes to prepare themselves, and it is now twenty minutes after ten. We got a late start. I think that the delegates ought to get here on time.

By Mr. Abel: Could I be heard; I want just two minutes.

By President Tyree: Just two minutes.

By Mr. Abel: I just want to refer to the resolution adopted, and which the Committee on Legislation adopted, that is as to the *Photographic News*. I want to say that the photographic press heartily endorse your publication, the *Association News*. We do ask, however, in all common fairness, that your Association keep it as a bulletin, as it is now. We do ask you to keep from seeking advertising for that journal. We do not believe it is the province of the Association to seek advertising for what you might call an Association publication. It is merely news that you want. And I want you to be sincere with the photographic press, as it has been sincere with you in the past. It is helping to upbuild you. I ask you to place a resolution in your endorsement of the *Association News* so that you will not carry advertisements from photographic manufacturers and I really believe that I am standing on my rights when I ask you to settle that question, gentlemen and delegates.

By Mr. Harden (of Kansas): It is rather late this morning to go into that matter. It would take some little time perhaps. It is time now to adjourn this meeting in order to prepare this daylight demonstration. I move you we adjourn.

By President Tyree: I have one or two announcements that I want to make. At 10.30 o'clock this demonstration takes place here. Dudley Hoyt, using the Seed plates, assisted by the demonstrators.

At 4.30 the women asked me to announce that they have a meeting of the Executive Board.

I want to state to you that in accordance with our rules as to the picture exhibits, the Board decided to purchase up to twenty pictures that, in

By DUDLEY HOYT
New York

the opinion of the judges, were worthy, to start a permanent collection in the Photographers' Association of America. We sent this literature out, and I am glad to state that the judges have decided to purchase eleven pictures that they consider are worthy, and purchased the same at $25 each.

No. 235—Joseph Knaffl.
No. 135—Dudley Hoyt.
No. 261—E. H. Weston.
No. 141—B. Frank Moore.
No. 61—H. C. Mann.
No. 126—Foster Studio.
No. 177—Pirie MacDonald.
No. 130—Homeier & Clark.
No. 248—J. W. Porter.
No. 229—Hubert Brothers.
No. 85—Clifford Norton.

I congratulate you gentlemen. I wish I were one of you myself. I need the money.

In the morning we have Congress at 9 o'clock, and every man ought to be here and in his seat.

By Mr. Holloway: In view of the fact that you are buying a permanent collection of pictures, and that you have no place to keep them, it gives me a chance to get something out of my system. We want to offer to you and the National Association, a place in the Winona Building for your pictures. We want to give you a place there where you can come every year and see those pictures; and then we also promise you that if this convention should come to Indiana next year we will move that Winona Building over there so you can see it. But we will take care of this collection for you.

By President Tyree: At 11.30 the ladies take an automobile ride. You will see it in the morning's *National Daily*. It starts from here, I believe.

Also at 11.30, on the stage here, Fred G. Quimby, the painter of Sprague-Hathaway Company, will show you the use of the air brush as applied to photography and wash drawing effects. He will show you his work, how it is done, and it should prove very interesting to you.

At 12.30, recess and luncheon served at the Auditorium. I understand that a great many took advantage of that yesterday.

At 1.30, a daylight demonstration using Cramer plates, conducted by Howard D. Beach, of Buffalo, N. Y.

At 2.30 Miss Kate Cameron Simmons, of New York, will give the first of three lessons, the subject of which will be: Art principles; photography as a fine art; line and dark and light arrangements.

Then at 3.30, in this room, there will be demonstrations by the manufacturers of papers, showing fancy masking, dodging, etc. And that continues on up until the afternoon, late.

At 8 o'clock to-night, here in Taft Hall, will be given the illustrated lecture, "Photographs for Publication," by C. H. Claudy. I made this announcement yesterday and told you what to expect. And I sincerely hope that you will all attend this lecture. I am sure it will prove very interesting, as well as profitable, because it is opening up an entire new field that is being neglected in your own territory.

Let us get here in the morning at 9 o'clock.

There being no further business, we will stand adjourned.

Wednesday Morning Session, June 17, 1914

9.00 o'clock

(President Manly W. Tyree in the chair; roll call; and minutes of previous meeting were read and approved.)

By President Tyree: The Congress is open for new business.

By Mr. Belle-Oudry (of California): There is a question I would like to bring before the Congress, that of the Temple of Childhood. A number of our members have asked me about it, and I have to tell them I don't know. I was approached, before I left San Francicsco, by one of their representatives; and I told our members that I would let them know when I come back from Congress. Is it possible for you fellows to give your opinion on that subject?

By President Tyree: On what subject?

By Mr. Belle-Oudry (of California): The Temple of Childhood.

By President Tyree: The Association went on record, or perhaps I should say there was an expression from the Board that we do not favor it.

By Mr. Belle-Oudry (of California): Have any of you gentlemen had any experience with it?

By President Tyree: Bring it up in the form of a resolution. That is the best way to get it before the Congress.

By Mr. Shrader (of Arkansas): In reference to the Temple of Childhood, it is too late to pass a resolution.

By Mr. Belle-Oudry: They are going around among the photographers asking a donation of fifty dollars. I was approached by one of their salesmen just before I left, the day before I left, and from what I understand they wanted me to make a deposit of fifty dollars with them. I guess that is to pay for the canvasser, and then for every child they send in they wanted me to sign an agreement to pay them one dollar.

By President Tyree: What is the size of your town?

By Mr. Belle-Oudry (of California): Two hundred and fifty thousand people. I know lots of photographers will bite at it. I don't know whether it is a good thing or not. I don't want to pass any opinion because I know nothing about it. From what I have read, I understand it is a fraud.

Mr. Hammond (of Mississippi): Mr. President, they made a proposition to me in my city, and I am in a city of 25,000; they wanted $100 and one-fourth of what I took in.

By President Tyree: Put it in the shape of a resolution and bring it up.

By Mr. Holloway: I move you that they bring that resolution up this morning.

By President Tyree: I was not going to say anything about it at this time, but from what I can hear from different delegates, there is an immense amount of business to come before this Congress, and it has got to be gone through with. We cannot take care of it according to the program that I have arranged. That is simply impossible, and the only thing that I see for this body to do is to have a night session, and if necessary to run for five or six hours and clean it up. I know that every delegate here would be glad to do it, so you can frame that resolution and bring it into that next meeting.

By Mr. Hatcher (of Georgia): I make a motion that we have a night session; you to appoint the time.

(Motion seconded, put and carried.)

By Mr. Harden (of Kansas): Mr. Hance will be through by 9 o'clock to-night. Let's have a session after that. I make a motion that this body meet at 9 o'clock to-night; that when this session adjourns this morning that we adjourn until 9 o'clock to-night.

(Motion seconded, put and carried.)

By President Tyree: We are open for new business right now.

By Mr. Towles (of Washington, D. C.): I have a few ideas that I would like to bring before this Congress that I consider of great importance to this Association.

One of them is the expense of the Executive Board. As it is now, they are permitted an absolutely unlimited expense account; and in a sense my proposition is to put the Executive Board on a per diem, so that we will know what our expenses will amount to each year. I believe that they should be allowed their railroad fare, and about six dollars from the day they leave home, to cover their hotel expenses, including meals. This is just a suggestion, then we shall have an absolutely correct figure of just what the expenses are going to be. This thing of an unlimited expense account is a mistake. Some men are conservative and some are extravagant, and this is an equalizing proposition and prevents any overindulgence upon the Association by any member of the Board.

Another thing, which is of even greater importance to my mind: We have, I believe, in the neighborhood of about twenty-two or twenty-five conventions in this country a year, which is a mistake, because in many cases they are weak organizations, and it is not fair to the manufacturers to make them put up exhibits where there are only a few photographers present. I understand some of our associations opened this year with as many as thirteen photographers present on the opening day. That is not right. It is an injustice to the manufacturers to compel them to spend thousands of dollars to attend these conventions when they have more men present than there are photographers. My proposition would be for the National Secretary to take up the propositions with the various State Associations throughout the country and secure their co-operation in dividing this country up into, say, eight divisions, which would give us eight asso-

ciations, outside of the National. Each photographer in that section must belong to the Association. In that way it would give you State Associations that would be strong. It would give you a section that would be worth something. This way, we have a lot of little associations around over the country that do no good and create a lot of useless expense. My idea is to divide it up into eight sections. It would be less expensive; it would be a strong organization; and it would be in closer co-operation with the National. The divisional convention could be under the control of the National, so they would not be conflicting, and they would not work a hardship on the manufacturer. The year the National met in a particular section of the country the annual convention of that section would be suspended. That would give us eight meetings throughout the year, instead of twenty-three or twenty-five.

By President Tyree: I cannot have any business come before this Congress, unless in the shape of a written resolution. It has got to be put in shape so we can get through with it. These ideas Mr. Towles advances are splendid ideas, but he has not got them in shape. You have got to get it into shape to be acted upon.

By Mr. Holloway: Probably after he gets through we will know whether we want a resolution on it. I think we ought to hear this out first and probably we can pass it without a resolution. I think we ought to hear this out thoroughly.

By President Tyree: I want to hear it out, too, but if it is not in shape we will not get anywhere.

By Mr. Phillips (of Pennsylvania): This suggestion is an unusually good one in my mind, and it should not be dropped. Isn't there time for the Resolution Committee, or a committee to be appointed, to report at another meeting of Congress with those resolutions in form. It seems to me that we would waste time in threshing it out now, and then rethreshing it later. I would put it in as a resolution and then fight it out.

By President Tyree: This Congress comes together and we have three or four meetings. The greatest criticism that I know of that has been passed on this Congress is, we never get anywhere. We start things and never finish them; and then we are criticised for it—and the unfortunate part of it is, that it is true. If you will put your ideas into resolutions, and get it into shape so as to explain it, put it before Congress, we will know whether we want it or not. We will either put it through or kill it. That is my idea. (Applause.)

By Mr. Towles (of Washington, D. C.): You already have more than half of what I was going to say. It will not take much longer to hear the rest of it.

By President Tyree: I would like to announce right now, to all delegates, that anything you wish introduced into this Congress will have to put into workable shape and written.

Now, Mr. Towles, I will be glad to hear you finish it.

By Mr. Towles (of Washington, D. C.): I am sorry you destroyed my thoughts. Concentration of thought is a very difficult thing when a man is on his feet, and I am liable to miss something now that I meant to say.

My idea was to go even farther than that in co-operation with the State organizations. I would like to see it made possible for the National Board to supply a jury of judges to pass upon the entire exhibits of the country during each year, so that we can get a uniform opinion from the entire United States; and if it would be possible to secure the services of the same men for a period of five years, we would be getting closer to the establishment of a standard, especially a standard agreed upon by these particular men, and that is about as close as you can get to it. It would enable us to make our Association bigger and stronger and create a close co-operation between the State and National organizations, which now is absent. Some of them do not realize there is a National. It could be worked out so it would be compulsory for a man, who is a member of the State organization, to become a member of the National.

As the old saying is, "United we stand; divided we fall." We are very much divided in this country. Every little place where they get a couple of dozen people together they think they ought to have a State organization. They organize, but they don't accomplish anything. There is no strength. There is no co-operation. But under this plan, I believe it would be possible to make it stronger in the National, and stronger in the State Associations, and accomplish something nearer a standard in our work. The States, if possible, should contribute something toward the expenses of this jury, and they should visit each meeting during the year.

By Mr. Shrader (of Arkansas): The President would be traveling all the time at six dollars a day?

By Mr. Towles (of Washington, D. C.): No; three men elected for that work. We would have seven State meetings and one National.

By Mr. Shrader (of Arkansas): The President of the Association would have to be there.

By Mr. Towles (of Washington, D. C.): Certainly not. The idea is to have the State Associations under the jurisdiction of the National so as to make it one big organization. Now we are divided; we don't accomplish anything.

If you think it is worthy of a resolution, we will get it in shape.

By Mr. Larrimer (of Indiana): I move you that Mr. Towles be requested and instructed by this body to condense his ideas into the form of a resolution and have it typed and presented here for action at the next meeting.

By Mr. Towles (of Washington, D. C.): I can't do it by to-night, but I can by to-morrow.

(Suggestion approved by Mr. Larrimer, and the motion as approved is seconded.)

By President Tyree: It has been moved and seconded that Mr. Towles be instructed and requested by the Congress to put this in the form of a resolution, and in workable shape, and submit it for Congress' deliberation to-morrow morning.

(Carried.)

By Mr. Towles (of Washington, D. C.): There are a good many here now that were not here when I brought up the question of officers' expenses.

By President Tyree: Don't fight it over two or three times. It doesn't take us a week to do it.

Congress is ready for new business.

By Mr. Harris (of Washington, D. C.): Mr. President, and members of the Congress, the Legislative Committee has O. K.'d a proposition submitted by Mr. Dozer, as follows:

"*To the Members of the Sixth Congress of Photography. Greeting:*

"Gentlemen: I propose for your careful consideration the following change in the Constitution of the Photographers' Association of America:

"Article V, Section 1, now reads: Active members, initiation fee, $3.00; annual dues, $3.00.

"Section 2 now reads: Associate members, no initiation fee; annual dues, $2.00.

"I propose to change these two sections to read as follows: Article V, Section 1. Active members, annual dues, $2.00. No initiation fee. Section 2. Associate members, annual dues, $2.00.

"Respectfully submitted,

"L. A. Dozer."

To that the Legislative Committee has added the following. We have changed it a little, and have brought in the resolution following:

"*Resolved*, That the Executive Board be and are hereby authorized to charge the sum of $2.00 for button and convention privileges."

In other words, as you members now are taxed $3.00 for initiation fee, annual dues $3.00, the plan now is to charge $2.00 and no initiation fee. That will give a chance to the officers to build up a permanent membership. We cannot run, as I understand from the officers, this convention on $2.00. So we give them the right to charge $2.00 more for any one who attends this convention for the privileges of the convention—$2.00 more. If they find next year that they cannot run it on $2.00, we can raise it a dollar. The Legislative Committee thinks that this is one of the best things that has been proposed. The whole Board has been figuring on this. They have all thought a great deal upon one idea, and that is to try to build up a permanent membership, and your Legislative Committee thinks that this is the very best way to go about that plan.

Mr. President, to bring this matter before the Congress, I move that we adopt this report, and make it a matter of special business to-morrow morning.

(Motion seconded.)

By President Tyree: It has been moved and seconded that we adopt this report and change our Constitution, and bring it up as a matter of special business to-morrow morning. Are there any remarks?

By Mr. Larrimer (of Indiana): I would like to explain that a little bit. That is in two sections. The first part of it is constitutional, changing the dues to $2.00 a year and eliminating the initiation fee. The second part is merely a by-law, which may be temporary or may be permanent, or subject to change at your will at any time. The second part of that is a suggestion that the Board be authorized to charge $2.00 for entertainment and instruction at the convention, and which the permanent members who do not attend the convention do not have to pay. Also that this $2.00 annual dues will include probably the subscription to the *Association News*. That is all. I am just saying this to save time.

By Mr. Harris (of Washington, D. C.): We can save time on this matter again by discussing it in the morning and not now.

(Question called for, original motion put and carried.)

By Mr. Harris (of Washington, D. C.): I am now talking for Mr. Holsinger. They have another proposition that they have decided on and which I cannot bring up very well in the form of a resolution. It is a matter of the salary of the Secretary, and I would like to have him leave the room a minute while we discuss the matter. The Committee on the Secretary, of course, will make their report to the convention probably on Friday morning. That will be finished business, because it is all settled.

But in talking about the Secretary, it is a matter of his future salary and just how we are going to conduct his office. Now, as far as the office and the location and all that, the Legislative Committee thinks that is up to the Board, and we have decided in our minds that it really should not be taken up here at all, only in the sense of explanation.

The question of his salary is really what they wish to bring up, and they have thought out a scheme which I think is a very good one. (I would like the officers to listen, too.) And that is that the salary be placed at the point we made it last year, $2000 a year. Now that covers that, as far as the salary is concerned, but there ought to be some way to let that man show his work and to pay him for the work he does, and at the same time do away with getting up before this body every year and asking that the salary be raised or lowered, as the case may be. So we figured that we should take the active members and allow him 10 per cent. of the moneys received from the active members. We figure that the commission should apply on all active members brought into this organization, and by building it up he can show his ability in that line better than any other way; and by making an arrangement whereby we give him 10 per cent. he is being

paid according to the success he has, and that is the proposition that the Legislative Committee has "O. K.'d," coming from the Board. Ten per cent. of the amount that comes in from the active members' dues. I could go into that a little further and explain if we had 500 active members—

By President Tyree: What do you want— the "O. K." of Congress?

By Mr. Harris (of Washington, D. C.): They will have to "O. K." it for us to do it. The convention "O. K.'d" the salary last year. If we do this once we are through with it.

By President Tyree: Have you got this written up?

By Mr. Harris (of Washington, D. C.): How can you figure it up? Let me explain it just a minute. On this 10 per cent. basis—my friend here asked a question, so let me explain it. We have 500 active members this year. If this dues proposition goes through, so that on the average he would get $150. He thinks he can build this up to 5000 members in time. If he builds it up to 2000 members at $3 apiece that would be $6000; he would get $600. I think it is worth $600 to have 2000 members. Isn't it worth that money which we pay him, if he can build it up? With this incentive he will use his spare time to build this organization up—to 5000, 3000, or 1000 extra members. He will work harder to build it up. It will be his business to build it up and he will work night and day. I think it is the best thing we have thought of.

By Mr. Hatcher (of Georgia): I believe that this would be a paying investment, and I move that we adopt it.

By Mr. Redman (of Ohio): I think that we should delay this, and take a little time for discussion.

By Mr. Harris (of Washington, D. C.): In order to get it in proper form I will offer this resolution:

Resolved, That the Secretary's salary be made $2000 a year, and a commission of 10 per cent. be allowed on all moneys received from active members' dues.

(Motion is seconded.)

By the President: You have heard the resolution; are there any remarks?

By Mr. Redman (of Ohio): It appears to me that this is a new office that has been created, and it is in the experimental stage at the present. Now, I believe the man should show some form, inasmuch as it is in the experimental stage, before any commissions be paid. If a man is getting a fair salary or a good salary there is an incentive to do his best without a commission. The commission form is very fine, but is it a paying investment this year, or ought it be held over for a year until the office has proven that it is worthy of that extra amount?

By Mr. Holsinger: We thought it best to offer this commission as an incentive for him to reach out and get new members and get the dues. The same principles are laid down in all municipalities—that is almost all of them—where the treasurers are paid a commission on what they collect.

They are paid commissions instead of salaries, because there is an incentive to reach out after the dues. Of course, this resolution only holds good for another year, and I really think it a very good plan to give him a commission. We have over 15,000 photographers and perhaps a thousand regular paid-up members. If he can be successful in getting 5000 new members the Association will be well paid for the 10 per cent. paid him. I would like to see this go through.

By Mr. Harris (of Washington, D. C.): Don't forget that this could not apply this year. It will begin with next year. His salary this year will be two thousand dollars. If we adopt this scheme it will not be for this year.

By Mr. Belle-Oudry (of California): I don't think this Association is very rich; you are putting new expenses on us. There are lots of photographers who don't make $2000, and I think when that man gets $2000 he is pretty well paid, and I think that is all he deserves. It is an incentive for him to hold his job.

Mr. Haggison (of North Carolina): Why not give him 25 per cent. of the new members, and 10 per cent. of the old steady members, or perhaps pay him only for the increased membership?

By President Tyree: The officers have been worrying and working over this proposition for the entire year, and with the assistance of two or three on the outside, and especially the committee who selected this General Secretary; and it is complicated enough as it is.

By Mr. Schriever (of Pennsylvania): This is one of the most difficult things we had to combat with in Pennsylvania. We were forced to raise our dues; not necessarily our dues, but in some way to provide means. The matter of increasing the membership in any organization is one of the most important.

By the President: This is in regard to the Secretary's salary.

By Mr. Schriever (of Pennsylvania): I am going to get to that. The larger your membership is the more successful the organization will be. The more inducement you can give your officers, the more results. It seems to me if you can offer your Secretary a fair salary and a good commission, it is an incentive to build up your organization. He is either worth $2000, or he is not worth 10 cents. He is either worth $3000 or he is not worth 30 cents. Let's pay him all he is worth. If he gets us 10,000 members we should give him $5000. For that reason I think that is a splendid, good move; one of the best things that I ever heard. (Applause.)

By Mr. Holloway (of Indiana): All of you here who were present at the last convention know that I was opposed to the permanent Secretary plan. But I have fallen in line now and wish to see it a success. Still I don't think that we ought to commence to add on a commission until he has earned his $2000. I have been hearing from all sections of country, and they ask, "Why he hasn't done anything yet." What has he done? John is a good friend of mine. I don't know what he has done yet. Let's wait

until he earns his $2000. He has been in six months and he has not had a chance to make good, but until he earns $2000 a year, why let's not pay him another cent. He has got two or three years before him yet before he will make good enough to make $2000 a year by increase in the membership.

We may add 500 members in the South, and when we move North or West, we may lose 200 or 250 of them. We have lost many this year. Until we devise some method whereby the membership is going to stick, we have not made anything on the membership. Why pay him more now until he has earned what we have agreed to give him. It seems to me that if I was placed on a salary of $2000 I would want to first earn that $2000. And then when he does, let us pay him as Mr. Schriever says. But let him earn every bit of it. He has not had a chance to make good. You have not seen anything of John Hoffman yet. John Hoffman has not been before you long enough; it will be two or three years before he is a factor. It is too soon to begin to pay out a commission.

I believe if it goes along two more years, without adding to the membership, as I said before, that is going to stick, we will not have anything in the treasury. If we pay him $2000 a year and his expenses, he is going to cost us $3000 a year, and he cannot add one cent to our funds for this year. By the beginning of next January, after the expenses are all paid, we will have about $2000 in the treasury to start another year. With $2000 expense already contracted for to pay out next year, and unless he increases this membership, and makes it stick, three years from now this treasury will be busted, absolutely broke, unless he makes them stick. It seems to me it is up to Congress to devise some means whereby we can get to our members and make them stick, something that will bind us together closer and closer, so that a member will not leave the organization. He pays his dues wherever the convention goes, but does he stick? That is why I was opposed to the paid Secretary. I find John a young man, anxious to make good, but he has not had the opportunity yet. He has not shown that he can make good. I like him personally, but until he does make good let us not add on any commission. That is not practical. What is the use of paying more than a man earns? If a man hasn't made good in six months, why increase his salary? My opinion is that that man should be held right where he is, for God knows that we have not any spare money in our treasury, and inside of three years we will be broke and will not have a cent. It is the easiest thing in the world to get up here and spend your money, our money, but the thing is, how are we going to get that money in so that we will have enough of it to do big things? Now that is right. We should take into consideration how much money we will have in the treasury after this new office has been in existence a while.

Last year we had the big sum of $7000, representing thirty-five years of existence, and we commenced this year to spend $3000, and we have lost by coming down here. The attendance is not what it should be. We will not have $2000 next January. You have not got the people here. The

next move we may be worse off, and then we are broke. With all due respects to our friends over there, if we go so far West we will not have a penny, because we will not have the people. We have nothing to hold these people; when we get something to hold them, wherever we go, then we can talk business.

By Mr. Foltz (of Georgia): My friend insinuated that we have no money by coming here. I think, Mr. President, that the South has done her best. I do not like to hear a man insinuate that by coming South this organization has lost money.

In regard to paying that Secretary 10 per cent. of all new members coming in here, I think I want to heartily endorse the remarks of my friend from Pennsylvania; and I hope this man, Mr. Hoffman, will get the 10 per cent. and help build it up, and not run down the organization by not paying him this commission. It will help him build up the organization.

By Mr. Towles (of Washington, D. C.): We are consuming a lot of time, and we have a good many things on our program. I move we adjourn.

By Mr. Larrimer (of Indiana): I move the previous question. The motion to adjourn had no second, and I move the question be voted on without further argument.

By Mr. Moore (of Ohio): I don't understand how George Holloway ever come to be president of a Rotary Club. The Rotary Club is a club that is always building up, and George is always looking at the black side of things.

All of us men come here for one week in each year, and we go away from here and forget about this Association. This Association has got to have somebody that is plugging for it all the time. We have got to have some one who is looking after this Association, and if you are going to get somebody to think about it, you cannot get him for $2000. That is settled; that is his salary. If this man is able to make our Association a permanent body in which all men will stick from one place to another—if he is able to do that —for Heaven's sake pay him. If he would devote the same amount of brain to something else than our Association he would be worth a great deal more than $2000.

By Mr. Holloway (of Indiana): I don't see why people get up invariably and interpret me incorrectly. Take me for what I mean. Every one of you know that I hold my life membership in this organization and that I treasure it greater than anything else I have in the world, except my family. What I say, I say in the interest of the organization. I don't want to take any more time and I want to apologize to this gentleman (referring to Mr. Foltz, of Georgia).

I have got the highest regard in the world for the boys in the South, but they did not turn out as we wanted them to. We are short of funds, and I am not saying anything against the South.

There is no use. You fellows get together and trump up against me. You all know how I feel about the Association. I don't want to see it lose

money. You three or four fellows can get together and put anything through, if you want to, but I am not going to let you if I can help myself. I am alone in this matter. I don't think that we ought to spend our money foolishly. I don't think any one of you would take a man in your employ, and beeause he was not making good on $2000 that you would inerease his salary so he eould make good. (Applause.)

By Mr. Harris (of Washington, D. C.): I ask the personal privilege of speaking.

Mr. Holloway made the statement a moment ago that we had been getting our heads together against him. That is not so. There has been no sueh thing. I have been fighting Mr. Holloway for the last, at least, eighteen years. He always gets on one side and I am on the other—and he is always on the wrong side. (Laughter.) I will say that I have never seen a time yet but what he was on the dark side. He is always slowing down.

Every suceessful man in this country is moving forward. When they try a new thing they get together and talk it over, and they improve their system whenever they can. And in a sueeessful business everybody gets together heart and soul to make that business a sueeess.

You can go home and take your own reeeption room women, and put them on a basis of per eent., and they will work twice as hard for you.

You ean take the Seeretary of this organization, and the reason we reeommended this 10 per cent. is because he will get behind this and push for memberships. Of course, he is working for your Association during the hours for whieh he is employed; but his leisure time he ean put in on anything he pleases. If you give him an interest in the Assoeiation he will work night and day, and then every year you will not have to get up here and move to inerease or deerease his pay. He will work like "Ned" for this Assoeiation, and I hope that you will put this thing through.

This is a progressive movement. It is a movement of going ahead, and it is not going backwards. So far as spending the money of this Assoeiation is eoneerned, this Assoeiation will be better off than it has ever been, beeause we have a new proposition as far as expense is eoncerned. For every ten eents we are paying him we are getting ninety in return. We are adding to it and it will make the Assoeiation stronger. Suppose he brings the membership up to 5000 and he gets 10 per eent. What is the 10 per cent., if we get the 90? It is not a proposition of giving him more money, but it is a proposition of getting more money and members for our Assoeiation.

It is an effieient and forward movement.

(Motion ealled for, put and earried, 31 to 7.)

(President Tyree then made the announeement of events for the day, and Congress stood adjourned to meet again at 9 o'eloek to-night.)

Wednesday Night Session (Special), June 17

9.30 o'clock

Meeting called to order at 9.30 P. M.

Roll call.

Minutes of previous meeting were read and approved.

By President Tyree: I want to ask you if there had better not be a time limit put on the speeches. If you put a time limit you give the chairman a chance to call a man down, and I think we had better do that.

By Mr. Holliday (of North Carolina): I move you that we make it three minutes.

(Seconded.)

By Mr. Larrimer (of Indiana): I suggest that you incorporate in that, under the regular parliamentary rulings, that no member will be allowed to talk a second time without the unanimous consent of the Congress.

(Motion put and carried.)

By President Tyree: This Congress is open for new business.

By Mr. Belle-Oudry (of California): I want to offer a resolution on the subject of the Temple of Childhood.

To the Congress of the Photographers' Association of America:

Whereas, The plan of a company known as the Child Life Exhibit Company, or the Temple of Childhood, is conducting a scheme that is detrimental to the interest of the photographers of America, inasmuch as the Temple of Childhood scheme destroys the confidence of our patrons, and we therefore deem it unfair and an illegitimate method of procuring business; therefore, be it

Resolved, That we, the Congress of Photographers' Association of America, go on record and condemn the method and schemes of the Temple of Childhood as being unbusinesslike and not profitable to the photographers of America.

By Mr. Larrimer (of Indiana): In order to bring this before the house, I move the adoption of that resolution.

(Motion seconded.)

By President Tyree: It is moved and seconded that we adopt the resolution as it stands. Are there any remarks?

Mr. Phillips (of Pennsylvania): I object to the word "illegitimate." The insertion of unfair would be a great deal better. I don't think we want to go on record that way, no matter how much we wish to condemn this; I am in favor of this, but I am not in favor of this Association using that word.

By Mr. Abel (of Cleveland, and not a delegate): If you will allow me a few words.

By President Tyree: There seems to be no objections, so we will allow you, Mr. Abel, to speak.

By Mr. Abel (of Cleveland, and not a delegate): There are several words used there that will put you in bad, but with a little change you can make it read just as strong and be just as good for you.

By President Tyree: I think that is good. And I want to tell you now, Mr. Belle-Oudry, that it seems as if they want it to be put through. The wording is what we object to, and if that was changed and rewritten I think that we could dispose of this very quickly and avoid every question.

By Mr. Towles (of Washington, D. C.): It can be rewritten right now.

By President Tyree: There is no use of talking on it. All we have to do is to change the wording, and let's do it. Let's not every man get up and say he objects to such and such a word. I am trying to expedite business.

By Mr. Harden (of Kansas): My suggestion is, as the resolution reads it covers all of the exhibits in that building. Our interests are only in the photographic concession part of it.

And I move you that this resolution be referred to the Committee on Legislation with instructions to incorporate these different suggestions and put it in the right shape and bring it up.

(Motion seconded and put.)

By President Tyree: Are there any remarks?

By Mr. Giffin (of West Virginia): I am compelled to take the same position on it to-night that I did in our little State Association last fall; and that is, that we have an Association, and as such have nothing in particular to do with this. We must first remember that the Temple of Childhood has not asked us for advice. They have not come to us as a body for co-operation, and therefore we have nothing in common at all with them as a body. I am somewhat surprised that this bill was framed in the manner it is. If put up here, I certainly do hope it will be modified so that we will not insult some of the best people in our Association, and some of the most substantial men in the country. I want to go on record as saying that I believe it is not a good thing for photographers, but I do not think it is up to the Association to condemn a private enterprise and private people because of the scheme. It is an individual affair, pure and simple.

By President Tyree: Are there any other remarks? Are you ready for the question?

(Question put and carried.)

By Mr. Post (of Colorado): *The Woman's World*, of New York, is running a scheme very similar to this Temple of Childhood. I thought perhaps this scheme might be included in that. It is very similar to it, which would make it in the same class. It makes the photographer pay a dollar

for every name that is sent in to the official photographer in that territory. The album is to hold 30,000 pictures. I would like to see that scheme included with this.

By President Tyree: I believe you are correct, and I think that Congress is against such schemes of all kinds, but I don't know as we can nurse all this stuff.

The Congress is ready and open for new business.

By Mr. Giffin (of West Virginia): This Temple of Childhood has prompted me to think out another line, possibly somewhat similar you may say, and that is this. I thought of a scheme that would be possible for one State or all States to be represented at the Panama Exposition. In framing it up I first went to our secretary of the Board of Trade and a few promoters of our neighborhood in regard to the Panama Exposition, and told them of my plan. They thought it was a good one, and asked me to see the Governor of our State. The plan was this: To let the State of West Virginia, we will say for instance, set apart a portion of their building for children's portraits. We would call that "West Virginia Youth." The whole affair would be conducted by the State of West Virginia—their seal, their co-operation, they to offer some medals perhaps; and then let us photographers co-operate with them and furnish them the pictures. We then would be in a position to go to work and offer any extra inducement that we might want to do, legitimately, in connection with our State to carry out this scheme. This would bring in a lot of business and would be done in an honest and legitimate way. So I think that that plan could be worked out in any State that might want to do it, without any reflections.

By Mr. Larrimer (of Indiana): Mr. President, I am reading this for Mr. Holsinger, whose voice is not in the best condition. I will say this was done hurriedly, but to the best of our ability, and was put in such phraseology that states it clearly and you can pass upon it, yes or no, without quibbling:

Whereas, A company, known as the Child Life Exhibit Company or the Temple of Childhood, has adopted a plan for securing pictures of children that we deem detrimental to the best interest of the members of our Association, as it destroys the confidence of our patrons, which is our most valuable asset; and we deem it unethical and an unfair method of attempting to procure business; therefore, be it

Resolved, That we, the Congress of Photography, condemn this plan of the Temple of Childhood as being unprofitable and opposing the spirit of fraternalism, which is the foundation of our Association.

By Mr. Holsinger (of Virginia): I move the adoption of the resolution.

(Motion seconded.)

By the President: It has been moved and seconded that we adopt the resolution. Are there any remarks?

By HOMEIER & CLARK
Richmond, Va.

By Mr. Giffin (of West Virginia): I move that this resolution be tabled.

By President Tyree: I fail to hear a second. Are there any remarks?

(Question put and carried.)

By Mr. Schriever (of Pennsylvania): I have a matter that I desire to present to you and I don't know whether I can do it in three minutes, but will try to do so as far as possible.

We members of the National Association have devoted a great deal of time in the past to instruction. We have been very successful along this line. But it seems to me that the time has come when we should devote some time to the business end of photography.

There is not any other profession in the world that has the possibilities that we have as a profession to obtain publicity and advertising at no cost whatever. We have great advertising possibilities out of the magazines through the Association, and it will benefit all of the photographers.

Every profession in the land is looking for advertising of some kind indirectly. All merchants are using every means for advertising their business. They are devoting a certain percentage of their business toward advertising. The fact is to-day that photographers should try to gain some of the patronage, or should get some of the money, that is being invested and spent for things other than photographs. I believe that some inducement should be offered the public to get them, to induce them to spend more money for photographs.

We have a plan that we have adopted in Pennsylvania whereby we believe that we can get people to talking, thinking and dreaming of photographs. The more we can get people to talk photographs, the more we can get them to think of photographs, the more they are tempted to have photographs made. With this idea in mind, I have taken it upon myself to visit some of the magazine proprietors to see if there was not some means whereby we could get them to write articles in these magazines on photography, thus bringing to the minds of the people photography all the time, with the result before our spring convention I had two men call upon me in the matter, and they intimated that they would only be too glad to bring it up, but in a different way from what I have outlined.

We, at Scranton, adopted a resolution, but since that time I went to a publisher in New York and outlined my plan—and I only had fifteen minutes with him, as he was leaving for Europe that afternoon. This man publishes a magazine with over a million circulation. He said, "Mr. Schriever, if we can have the exclusive right, we will devote two pages each month for a year to this." My idea was to get one magazine to take up woman's portraiture, for instance; another to take up men's portraiture, and a third to take up the commercial and scientific side of photography; taking three different subjects to handle, and giving the magazine the exclusive articles for one year.

It is an inducement to them, and it is better for us, for we can prepare articles enough for all three magazines. I also saw the representative of a scientific magazine, and he said, "My publication is open to you." From these three magazines, with three millions of readers, we can receive two pages from each every month for one year, and it does not cost us one cent.

I have prepared a resolution to present before this body.

WHEREAS, The P. A. of A. has arrived at a time when it has reached a stage for making known to the public its advancements in all lines of photography; and

WHEREAS, We understand that some of the general magazines will gladly devote a department of their publications to photography and stand ready to publish articles on this subject, provided the necessary data and illustrations are furnished them by this society; and

WHEREAS, The Pennsylvania Society, at their late convention, adopted resolutions and has appropriated one hundred ($100.00) dollars toward this fund for the furtherance of this proposition, provided the P. A. of A. contributes an amount of not less than two hundred ($200.00) dollars, and that they will also extend an invitation to all other State societies to contribute any amount they see fit to assist in the carrying out of these plans; therefore, be it

Resolved, That we, the delegates to the Congress of Photography, do hereby give this proposition our hearty approval and endorsement, and empower the President to proceed with the raising of funds for this purpose and the carrying out of these plans, and when this fund has reached an amount sufficient to warrant the proceedings with the work the President is empowered to proceed with the execution of the work.

I offer this resolution and I ask its adoption by this Congress.

BY MR. COLE (of Virginia): I move its adoption.

BY MR. SCHRIEVER (of Pennsylvania): My idea was that we should get all the advertising we can where we can get it for nothing. There is not another organization in the world that has the opportunity to get this advertising free, as we can. It will take a little money to get this data together and take care of the expense. The story must be written in a way that will interest the general public. My idea is to furnish the data and get the magazines to write the articles. I don't suppose the first year it will require over $1000 to cover expenses. That is merely to get your committee to working, and there must be some funds in order to take care of them.

BY MR. PHILLIPS (of Pennsylvania): I want to make one thing clear, and that is, that photographs to be used as illustrations in these articles should not be used with the names of the photographers who made them. That was thoroughly understood with the Pennsylvania Association, but is not in these resolutions, but it should be understood before it goes before the committee.

By Mr. Schriever (of Pennsylvania): The idea is to have no names whatever.

Mr. Holloway (of Indiana): I heartily endorse the plan that Mr. Schriever has outlined, because that recalls to my mind, back in 1894, when I conceived the beautiful plan of having stories written and published in the magazines so as to go broadcast over the land, one of the objects of which would be to point out the misfortune, or something of that kind, from not having the pictures of some dear relative, and I went so far as to present this before the Association—the year I was President we met in Boston, and we met before the Brush and Lens Club, and it was fresh in my mind. They all said to a man, "that is a good thing, go ahead and do it." I suppose I looked like a fellow who had several thousand dollars in my "jeans." Everybody thought the plan was all right, but nobody came forward to assist me. I happened to write one story myself when I was in the right mood. This little story was entitled "Uncle Billy's Version of a Lost Opportunity."

I will try to outline a little of it so you can get my idea. I laid the scene around a club, wherein the members of the club were staying in the summer time. I don't want you to think that I am an author, but the idea appealed to me, and how it could be carried out if we had some good author to write this story for us. This scene was laid in the club room; the men were there, and their wives were away, and the question came up as to what was their greatest lost opportunity. And finally they called on Uncle Billy, who was a favorite, to give his version of what he considered his greatest lost opportunity. The story wound up by the death of a little child—not his own, but of a very dear neighbor; and they had planned several times to have the picture taken of the child, but something came up and they put it off. And it wound up by saying that that was the greatest lost opportunity that he ever knew of in his life.

I think if we get stories along that line, so when people read these stories they will know the duty before them, what they ought to do. Now I had conceived this idea when I was elected President of the Association, and then following that I came across some magazines that were published in Indianapolis, and I came across one story devoted to insurance. It was written by a man by the name of Flower, and that story told of half a dozen different phases of insurance. But in writing them, there was not the name of any insurance company. He dealt with life insurance, casualty insurance, and insurance as an investment financially, and I venture to say that people who read those stories were more or less induced to take out insurance. I kept right up with the series of stories because it was right along the line of my thought, and I knew then that I was on the right track in its application, but I did not have the spare money to carry it out.

Mr. Schriever's idea, while it is different from mine, is good and the two can be worked out together; and every magazine in the country would publish stories if they were exclusive. The only question is of getting some one to write those stories, and I believe, as several magazines already

promised to give us two pages a month for a year, that we ought to go just a little further and get these stories well written, and if it is possible to get them broadcast over the country, it will be a big help to all photographers.

Mr. Phillips just said that no man's name should be mentioned. That is one thing you would have to watch for, or some fellow will get in his name some way. No fellow's name should be in there, and it should be written so you could not help reading it. We all know that there was a large fund provided by the life insurance companies to take care of that campaign.

It has been ten years since I had that idea, and I am glad to see that some one has a better one.

Mr. Dozer (of Ohio): The success or failure of the whole thing lies in the sort of story you have, and what it represents. We talk about photography—the brightest lights you see are in front of the picture show. People are spending lots of money for photography. While it is moving pictures, yet it is photography. We want to get people to want pictures of themselves and their families. It is not just photography that we want to advertise, but those engaged in professional photography. We want to get people into the notion of getting pictures of themselves and their families.

By President Tyree: As I understand this resolution the Pennsylvania Society has already donated $100, provided the P. A. of A. votes $200, and the plan is to get all other State societies to join with us in raising the funds to carry this out; and the President be empowered, when he has sufficient funds, to appoint a committee to carry out this plan.

By Mr. Schriever (of Pennsylvania): I might state, Mr. President, that these magazines furnish the editors—we furnish the data and the illustrations, and then the stories are subject to our "O. K."

By President Tyree: It is up to the President then when he thinks he has sufficient funds to carry on this work?

By Mr. Dozer (of Ohio): Did you enter into the discussion of the class of stuff; do they want stories—fiction? Did you talk to them about this? Or have they in mind some scientific facts?

By Mr. Schriever (of Pennsylvania): I went into detail of four stories. The first story was "Advancement in Photography." The second story would be "Picture Portraits of Women." And the third story would be "Principles of Woman Portraiture," and the final number would be "The Pictures in the Home Properly Hung." I told the editor about the method of decorating the home, and it seemed to appeal to him, and he wanted to know how they should be hung.

By Mr. Harris (of Washington, D. C.): You know when you talk about advertising photography you hit a subject that covers every man in photography, and covers the whole country at large. There is no question about it that if we get something in the way of a place that would advertise photography in the right way, it would not be any time at all until we would all double our business, because we all know there are not enough photogra-

phers who are competent. How many times do we remember of the photograph being brought in of a dear mother, or wife, and we had to reproduce it from an old, soiled, inferior picture. And we have to make it look as near as we can what the mother thinks, or the father thinks, the children looked like when they died.

Now this scheme, this plan, is a good one, it seems to me, if we could get it to going. I would like to see this thing right away, but I don't know hardly how to see it. If we could appoint a committee, and not wait until these gentlemen get to it, it would be better. Appoint a committee and let them devise a scheme and a plan that will push this forward. The faster and the quicker we get it together the better it will be for all of us. I think the best plan would be to get this committee going and they will move it quicker than the Board could do it.

I would like to see Mr. Schriever's plan tried. It would be the best plan to appoint him a member of that committee, and let them get to work on it, and keep on working for it, for no doubt this thing would do more good for photography than anything else we know of.

It is not a hard thing to get the magazines. I don't question that. The magazines are looking for something new all the time. Now they will accept it if we can get them the data, which is a hard thing, and they will furnish the writers, but they have got to get the idea from us. They cannot do without that. It seems to me if we could get a committee going perhaps they could get action quicker.

By President Tyree: The reason I was very careful to state the proposition to you the way I did, is that I thought it would not do to delay it the way we might have to. It should be attended to promptly and you would leave it to the President to wait until he saw fit, or rather until he had sufficient funds to go ahead. That is why I am so glad that Mr. Harris has spoken on this and brought it up. I should think it would be best to appoint a committee to go to work on it at once.

While I am on this line, I want to tell you something. When you are appointed on a committee and accept, your obligations to do your work are just as much and just as strong as when you are elected an officer of this Association. When you elect a man president of the P. A. of A. you expect him to devote enough time to make you a president, and make your Association progress, and do just as much for the Association as he is able. In the way of a committee, when you are appointed on a committee you ought to do the work of that committee. When you are appointed on a committee don't wait until you come to the meeting next year and then meet for two or three hours and make up your report. Committees sometimes do not do what they should. A man should not accept a committee appointment unless he intends to carry on the work. (Applause.)

By Mr. Schriever (of Pennsylvania): My only object in making the delay was to raise some funds. We have got to have some funds in order to get this thing pushed. We have got to get in touch with each other, and

it will take some money. I presume in three months we could get some money. If you will appropriate $200 for this we can get it started. I got $100 from our State.

By Mr. Holliday (of North Carolina): I know of nothing that will do photography as much good as this idea. I think the quicker, the better; and if it is not out of order I would like to move that we appropriate $200.

By Mr. Harris (of Washington, D. C.): Mr. Chambers suggests that perhaps the manufacturers will help.

By Mr. Doty (of Michigan): It was my intention to bring it before the Ohio-Michigan Association at our meeting in August; and while we cannot make any positive promises, I have every reason to believe that you will have an appropriation from the Ohio-Michigan Association.

Just to verify this, I will say that I personally have been making a good deal of advertising absolutely without expense in a very similar manner. I happen to be lucky enough to keep in touch personally with the manager of the Publishers' Syndicate, and found that he wanted stuff of that kind. And he was after me all the time for some such stuff that would be interesting reading, and so I have been giving him some stuff from time to time, and somewhere in it there is a touch of Doty. There is one little story that has gone clear to the London *Times; The Youth's Companion* published it a short time ago, and the New York *Tribune* wrote me for copies.

By a Delegate: Why not change that resolution and get this committee appointed?

By President Tyree: I think Mr. Schriever has taken it back there now to possibly correct it and get it before the body so we can get on with it.

There were four resolutions brought in and adopted on Tuesday morning. Unfortunately the reporter did not bring them over with him to-night and I cannot state how they read. They were passed, but the Secretary hasn't the resolutions with him. Can any one inform me what they were? There were a few matters there that should be acted on.

By Mr. Schriever (of Pennsylvania): I have the resolution corrected now; the last portion of it I have revised. It reads as follows:

Whereas, The P. A. of A. has arrived at a time when it has reached a stage for making known to the public its advancements in all lines of photography; and

Whereas, We understand that some of the general magazines will gladly devote a department of their publication to photography and stand ready to publish articles on this subject, provided the necessary data and illustrations are furnished them by this society; and

Whereas, The Pennsylvania Society, at their late convention, have adopted resolutions and have appropriated one hundred ($100.00) dollars toward this fund for the furtherance of this proposition, provided the P. A. of A. contributes an amount of not less than two hundred ($200.00) dollars, and that they will also extend an invitation to all other State

societies to contribute any amount they see fit to assist in the carrying out of these plans; therefore, be it

Resolved, That we, the delegates to the Congress of Photography, do hereby give this proposition our hearty approval and endorsement, and empower our President to proceed with the raising of funds for this purpose, and that the President is empowered to appoint a committee of three, which shall include the Secretary, to prepare plans and make all necessary arrangements and proceed with the work.

I move that it be accepted.

(Motion seconded, put and carried.)

Mr. Dozer (of Ohio): I move you that we appropriate from the funds of the Photographers' Association of America, the sum of two hundred ($200.00) dollars for furthering this proposition.

(Motion seconded, put and carried.)

By Mr. Holsinger (of Virginia): Last year we brought up a bill creating an examining board for photographers and endorsed it, and asked the various State Associations to take it up and get it through the various State Legislatures. How many States in the United States, except Virginia and Oklahoma, have attempted to get that through?

We would have been successful in Virginia, but it was crowded off the calendar because there were 250 bills that they never reached at all. It makes it very difficult to get a bill through there. We lost some very important bills because we did not have time to get them through on account of the crowded calendar. But I would like to know what was done in other States. I fear that you do not understand it. You mistake it for a license bill. This bill does not need to carry a license feature with it at all—not over a dollar for the certificate. Does anybody know whether the bill has been introduced anywhere?

By President Tyree: I believe it can be done in North Carolina.

By Mr. Holsinger (of Virginia): I think I can do it another year.

By Mr. Schriever (of Pennsylvania): What is the object of this bill?

By Mr. Holsinger (of Virginia): It is a bill creating an examining board similar to the one created for doctors, lawyers, eye and ear and throat specialists, veterinary surgeons, and even the barbers have a bill. It is a board appointed by the Governor of each State, which sits twice a year. And everybody who wishes to embark in the photographic business will have to go before that board and stand an examination to get their certificate showing that they are capable of conducting a studio. As it is now, it is about the only thing that people can get into without having an examination of some kind, or passing an examination. And that makes us subject to a great many undesirable, non-responsible people that will naturally be driven into our profession, unless you throw the same safeguards around us that are being thrown around others. In my State you cannot teach children five years old unless you have passed a State examination. You cannot be a policeman any more unless you stand an examination and

show you are competent. I really think it is a good thing. I have a copy of it in my room and I will show it to you to-morrow. I feel very much disappointed that we have not got a report.

I see there is some opposition to it, but that will all die away, I think, after people understand. I think it is the only way to elevate our profession to where we will command the respect of everybody the same as other professions.

Mr. Phillips (of Pennsylvania): I would just like to ask one question, and that is, whether this matter was brought directly to the State societies? At our convention in Scranton I heard nothing of such a bill, and I heard nothing of a recommendation from the National Association that we should take it up. Now was it just published or were notices sent to State societies?

By Mr. Holsinger (of Virginia): I don't know whether notices were sent out by the Secretary, but the bill was in the minutes and published in the record of our last convention.

By Mr. Stewart (not a delegate, but given permission to address the Congress): I would say for Mr. Holsinger's information, and the information of Congress that I have secured the promise of the representative from our county to introduce a bill at the next Legislature.

By Mr. Harris (of Washington, D. C.): If our Secretary will just take the points that come up, such as Mr. Phillips asked about, the discussion will make him stronger and will give him suggestions that he could never get in any other way. Here is the point, do the State societies know what we did last year? If you will remember that now, and get in touch with the State societies, our National Association through you will reach every State society that we have never been able to reach before. (Applause.)

By Mr. Doty (of Michigan): This bill of Mr. Holsinger's, with the attendant resolution, was taken up in my report to the Ohio-Michigan Association, I being the delegate from Ohio-Michigan last year. It received considerable discussion and the concensus of opinion was that it was contrary to the Constitution and no further action was taken on it.

By Mr. Cole (of Virginia): What I wished to say was that this matter, after the National Association recommended it and adopted it, was taken to our Association in October, and was discussed fully and thoroughly and adopted unanimously by the Virginia Association.

By Mr. Holloway (of Indiana): I believe that all of us are in favor of something of that kind, and I believe that every State organization would adopt it, and get the Legislatures to pass it, and pass a bill that would stick but for two different things. A man can take a camera (it has been threshed out for the last ten years) and can make any kind of a hideous picture of anybody, but he has not injured that party. A barber comes in for protection under the sanitary laws. We would all like to see this law passed, but it will not stick. You may say a carpenter needs protection. You may say an individual cannot build his own fence unless he passes the

same examination. But you cannot keep a man from building his own fence even if he is not a carpenter. You all agree with me that it will not stick. However, we are wasting valuable time talking on it. You might just as well cease talking on that. Our State Associations can all pass that, but then we are not going to see it stick afterward. That is true, because it will not hold water.

By Mr. Holsinger (of Virginia): I am sorry to see some take that stand. We have come here to uplift the Association and help ourselves, if we get anything done. Do you think 15,000 photographers in the United States cannot get a bill through like that, when the barbers have done it?

What is dearer to any man than the features of his dear old mother? And then think how often you receive the cheap print of some itinerant photographer who traveled through your town and robbed the people of their money.

Where are the lawyers endangering life? They have got the same bill. You cannot practice law unless you stand an examination. You have got to have an education before you can practice law; you have to have a college education before you can get in.

What is required to be a photographer? You can be taking tickets on a street car at 12 o'clock, and go and get you a camera, open a place of business and be a photographer at 4 o'clock. Why—because you have a camera. I want to put our profession on the highest plane. We want to throw safeguards around it. I don't know what Constitution you have in your State, Mr. Doty.

By Mr. Doty (of Michigan): It wasn't that; it was the question of the Constitution of the United States.

By Mr. Holsinger (of Virginia): You must have had pessimists in your society also. It has been passed upon by some of the best lawyers in Virginia and Oklahoma; it is absolutely the same as the law for dentists, doctors, lawyers, veterinary surgeons; and besides that it doesn't prevent any man from making his own pictures. The law does not prevent any man from administering medicine, provided he does not charge for it. The lawyers' bill says it does not prevent a man from writing wills or doing other legal work, unless he charges for it. A man can write you a worthless will, and it is all right, as long as he does not charge you for it. A man can make all the photographs in the world under this proposed bill if he does not charge for them. But it will put our Association upon a higher plane. (Applause.)

By President Tyree: I would like to ask Mr. Holsinger, what do you want this body to do?

By Mr. Holsinger (of Virginia): I want this body to request the various State Associations to get after this bill and get behind it and push it through.

I move you that we request the various State Associations to appoint a special committee to get behind this bill and have it passed.

(Motion seconded.)

By President Tyree: Are there any remarks?

By Mr. Larrimer (of Indiana): I certainly do not want to obstruct anything. I want to clear up a little, and also to help out my colleague from Indiana. That is, to point out the difference between the amateur and the professional. Brother Holloway says it is illegal to cut his face. Certainly it is. A man can do all the barbering he wants to, he doesn't have to pass an examination to do work, providing he does it as an amateur. It is the proposition of setting up in business. You must understand that in this discussion at Kansas City it was clearly understood and the bill clearly states that any one who wishes to make pictures for their own pleasure or misery, or pleasure and misery of their friends, without charge, is not in any way affected by this. It is aimed to do away with the professional itinerant, and I am heartily in favor of it if we can do it.

Mr. Hesse (of Kentucky, not a delegate, is given permission to talk): What are we going to do with the State that has no organization? We cannot get them together and cannot hold them together, and we have never been able to hold them together.

By President Tyree: My dear sir, you can get them together. You surely can have a State Association to-morrow if you will get the men behind it and make it go.

Mr. Abel desires to make a remark.

By Mr. Abel (of Ohio, not a delegate): Mr. Chairman and delegates of the Congress, I believe I was largely responsible for the action of the Ohio-Michigan Association refusing to adopt it, because it was against my business. I want to say for Mr. Holsinger's benefit, and the benefit of several others who know, I want to say this, I shall keep my hands off of this matter for one whole year and see if you can put it through. (Applause.)

By Mr. Holsinger (of Virginia): This law eliminates the itinerant photographer. It will be so arranged that the boards meet in the several States at the same time.

By Mr. Holliday (of North Carolina): It strikes me to have a uniform movement upon that, the Secretary should secure copies of that bill and send to the State societies, and then you have a concerted action. Now if you have put up something in good form we will go to work on it; something that is sensible and something that Holloway thinks will go through.

By Mr. Hammond (of Mississippi): Mr. Chairman, I want to state that if I can be furnished with the necessary data, I will present it to our representative in our city, and will have a bill put there as soon as we possibly can.

Mr. Hesse (of Kentucky, not a delegate, is given permission to talk): I sometimes have photographed all over America and Europe. Now you

are endeavoring to enact legislation that requires an examination of a photographer. Do you want to examine him in every State that we enter? You are conflicting against the Interstate Commerce, and you are interfering with the Constitution of the United States when you stop me from making a livelihood when I am injuring no one. It has been held that if I ship material into Atlanta from outside of Georgia, you cannot stop my work, as I did not buy the material in the State. If you enact those laws you have got to enact them so they do not conflict with the Constitution of the United States, and do not conflict with the Interstate Commerce law.

You are not enacting legislation for the benefit of all photographers. You have got to consider everybody that goes from one point to another. Those are things that I don't think you considered at all. They must be thought out.

You are putting up a bill before the Legislature, probably like one they enacted in the State of Kentucky only this last year. A most foolish law. If a faucet gets out of repair in my house I cannot replace the handle or fix that faucet. This is the same character of legislation that you are trying to enact before your State Legislatures. Unless you carry it out thoroughly and give a man his privileges so they do not conflict with the Interstate Commerce laws and the Constitution of the United States, why you had better quit. Consider these things first. I don't think that any law that you can pass would make a photographer pass an examination.

What are you going to examine him on? On what grounds? On what basis? What are you going to make him pass on? Chemistry examination? No. Probably Mr. Holsinger isn't a chemist. Maybe he can answer some questions in chemistry. I don't know. How many of you do know anything about chemistry? How many of you can tell how a dry plate is manufactured? None. What are you going to examine a photographer on? Do you know how to make pictures? Do you know how to make lighting?

I think if you try to enact laws to examine a photographer you are going to make the Association the laughing stock, not of America, but of the world, and you will find out that I am right.

By Mr. Holsinger (of Virginia): We have looked into this matter thoroughly. We have not jumped at this thing. There are one or two things that you should not overlook. It is not going to hurt the old practitioner who is competent. If you are a reputable photographer you are going to have no trouble at our hands. But if you are the itinerant, understand, you may have some trouble getting your certificate, and those are the men for whom we want to make the trouble. We have looked into this thing thoroughly. Any photographer, who is an honorable photographer, will have no trouble in going from one State to another. Why I have even loaned them my dark room. And if you come to my town and are an honorable photographer, I will let you use my dark room and facilities. I will help you along.

I am sorry there are so many pessimists here. I know if we want to do anything we must all get together. It will paralyze these cheap men that get in front of you and knock your prices.

(Mr. Hesse, of Kentucky, not a delegate, rises to his feet.)

By Mr. Larrimer (of Indiana): In the interest of the good of the Association, I rise to a point of order. This gentleman spoke first by consent here. We must certainly enforce the rule that he cannot take up the time of this Congress in arguing this question.

By President Tyree: You are right. This matter could be kept up until to-morrow morning, so let's pass along.

Is there any new business for the Congress? While Mr. Holsinger is reducing his resolution to writing—I wish I had those resolutions in regard to the parcel post. We meet but once a year and now is the time to do business. When we bring these delegates together it is the time to do business. We cannot do it next week, so let's stick here until it is finished.

By Mr. Harris (of Washington, D. C.): I think I have a carbon copy of those resolutions passed the other day.

(Produces same and gives them to the President.)

By Mr. Holsinger (of Virginia): I have my resolution ready now:

Resolved, That the various State Associations appoint a steering committee to secure the passage of the law creating an examining board, and that the Secretary be instructed to send a copy of said bill to the secretary of the State Association or some representative member in each State.

By Mr. Brakebill (of Tennessee): It occurs to me that the resolution should carry with it something that would reach every State.

By Mr. Holsinger (of Virginia): I have just added on here, "or some representative member in each State."

(Motion to adopt resolution put and carried.)

By President Tyree: Now in regard to this parcel post, I see something here, which I want to say is the reason I asked for it—I want to read this resolution as adopted:

Resolved, That the P. A. of A., assembled in Atlanta, wish to go on record as expressing their feelings of indignation against the unfair discrimination by the postal authorities for not allowing photographs the benefits of parcel post rates; be it further

Resolved, That the Legislative Committee take proper steps to secure parcel post rates for photographs.

The reason I wanted it was just that last clause. As I understand it, the Legislative Committee has this in hand to evolve some scheme by which you can get after these people. You have adopted it. If there is no further business before this house, I would like some discussion as to how we can go about this.

We almost got that in at one time. We were up as far as the first assistant postmaster general and also the father of the parcel post bill. But after we went home, and after we had this nice personal interview, it

died out, and after that the closest I could get to this bill was the third assistant postmaster general; and I specifically wrote him letter after letter, and I have never been able to get a reply so that I could understand his letter at all, and he never would answer a question.

I want to know of some way of getting after these people and of bringing some pressure to bear, because the parcel post carries books now, and we were in the same classification as books. It was extended to them, and we certainly ought to have it. It is a discrimination against us, and I think it is rather an important thing that we get the benefit of the parcel post. I would like to hear from the Legislative Committee something about this.

By Mr. Larrimer (of Indiana): Mr. Chairman, we had that in mind; and I believe all that we can do is to carry it to the assistant postmaster general of the smallest possible numeral we can approach. But we are doing it this time authorized by the Photographers' Association of America. What more can we do? It is not a matter for representatives and senators. It is left in the hands of the Post Office Department. What more can we do?

Mr. Pelton (of North Carolina, not a delegate, is given permission to address the Congress): I understand there was a provision passed in the March bill that allows photographs to come in. I understand that photographs have been accepted under that bill. We have been sending them by parcel post ever since.

By Mr. Towles (of Washington, D. C.): The only condition under which it could be sent is that it is framed and the frame weighs more than the picture.

By Mr. Core (of New York, not a delegate, but given permission to address Congress): I wrote to the postmaster general in regard to the parcel post matter. I was informed that if photographs weighed as much as four pounds that we were entitled to the parcel post rates, and I suggest that we put a brick in each package. I should like to know if anybody here is prepared to tell me the difference in cost between pounds? If that is true we can easily load up a package. My ideas may be a little bit fancy, but I think that we are entitled to the same privileges as beef, stocks and babies.

By Mr. Harris (of Washington, D. C.): Mr. President, I am not much interested in this parcel post proposition personally, but what is good for the Association I am for. And whatever is a general plan good for photographers, I try to keep my fingers on, so that if anybody should ask a question I could tell him. It is pretty hard to keep up with this bill. It is changed so often. When the postmaster general had the right to do as he pleased, which he did have, then he was called down good and strong—you remember? He cannot change anything at all now; it has to be ratified by Congress. That is what Mr. Rubber told me. I asked him just a short time ago if there was any chance for photographs to come into parcel post rates without any restrictions. "No," he said, "I have got it on my desk and have had ever since that good-looking gentleman from North Carolina was

here. The minute that I get the right from Congress that is the first thing I am directed to do."

Now I will promise this: The very minute that Mr. Holsinger can find the time, because I would not expect Mr. Larrimer to come that far, I will go down with him and see Mr. Lewis.

By Mr. Schriever (of Pennsylvania): Mr. Harris has explained that matter and he gave me some very good suggestions. He says it is almost impossible to move the postal authorities. He says there is only one way to make those people take action, and that is to flood them with mail. Send them these resolutions, send them to your State societies, and have your State societies send them in, together with letters urging it. Not only to the Post Office Department, but also to the committee investigating the parcel post, and also every congressman and get them all talking about it, and perhaps they can do something with the department. He gave me a list of all members of the parcel post investigating committee, and told me we could make use of it.

The list is as follows:

Chairman, Joseph L. Bristow, senator from Kansas, 2612 Garfield Street, Washington, D. C.

Vice-chairman, David E. Finley, representative from South Carolina, 2020 P Street, Washington, D. C.

Nathan P. Bryan, senator from Florida, The Connecticut, Washington, D. C.

Charles E. Townsend, senator from Michigan, The Portland, Washington, D. C.

David J. Lewis, representative from Maryland.

John F. Gardner, Egg Harbor City, N. J.

Secretary, Fay N. Seaton, 608 Quincy Street, Washington, D. C.

And in addition he also gave me the following committee:

Joint Committee on Postage on Second-class Mail Matter and Compensation for Transportation of Mails:

Chairman, Jonathen Bourne, Jr., Portland, Ore.

Harry Richardson, Dover, Del.

John H. Bankhead, senator from Alabama, The New Willard, Washington, D. C.

John W. Weeks, senator from Massachusetts, 1701 Massachusetts Avenue, Washington, D. C.

James T. Lloyd, representative from Missouri, The Brighton (Club), Washington, D. C.

William E. Tuttle, Jr., representative from New Jersey, The Cosmos, Washington, D. C.

Secretary, Robert H. Turner, The Hoffman, Washington, D. C.

By Mr. Holsinger (of Virginia): I move that the Secretary have a copy of the resolution that we offered and passed the other morning, in regard to parcel post, printed and sent out to the various photographers, and to the members of those committees, with the recommendation that they each write these members and include in the letter a copy of the resolution with their personal recommendation.

(Motion seconded and put.)

By Mr. Chambers (of Pennsylvania, not a delegate, but given permission to address Congress): In behalf of the Photographic Publishers' Association of America, we will, jointly, request that at a certain date all photographers of America send in a letter as you now wish; and we will print it, not only in one issue, but possibly three or four times if you wish. On behalf of the photographic weeklies, and on behalf of Mr. Abel and myself I know it will be done.

By President Tyree: I wish to say that is one way of getting it. If you delegates will go home and put your shoulders to the wheel, and see that every photographer in your State on a certain date should write in a letter, and then follow it up, I am sure the officials would take notice all right—with such a flood of letters coming in on them, and the pressure they will bring to bear.

By Mr. Belle-Oudry (of California): I have been discussing so much before this Congress that perhaps you will not care to listen, but I want to say something just the same.

The little pamphlet that we publish, the *Association News*, is published —I don't know where, I can't pronounce it, but in a small place. I am a photographer in Oakland, and sometimes people intend to come to see me and they don't come, and I investigate and find that they went to San Francisco. Why? Because they didn't want to see Oakland printed on it. They wanted to see a big city.

You are sending this magazine all over the country, to a great body of photographers, and it does not carry as much weight when it comes from a small place. I don't know the place. I never heard of it, and I cannot pronounce it. Now, if it was published in Philadelphia or New York, I think it would be of more importance.

(Mr. Holsinger's motion is put and carried.)

By Mr. Schriever (of Pennsylvania): Judging from the remarks made you would like to have this list printed. I would move you that this list of committees be printed.

(Motion seconded, put and carried.)

By President Tyree: I would like to ask Mr. Towles as to these suggestions that he offered before Congress this morning, I want to know if you can get them in the right shape and present it to Congress in the morning?

By Mr. Towles (of Washington, D. C.): I will get it in shape.

By Secretary Hoffman: I would like to speak just a word with the consent of the Congress. There are a great many plans that have been outlined to-night, and I have been sitting here listening, and I know that it will be necessary for me to work along with every one of these committees that are appointed, and the different State societies on every proposition that has been presented. And the work that you have outlined here to-night is enough to keep me at work three years on it. And I was just wondering how you wanted me to proceed, whether to work on the entire proposition, or to concentrate my efforts on one proposition at a time; then when I get that through, take up something else. How do you desire me to work on this? I want to get results, because next year when we come back to the next meeting of Congress you will ask, "what have you been doing?" "You didn't do a thing about licensing photographers," when probably I had been working hard on something else, and put in all the time. I believe it is best to concentrate the best efforts on one line, and then work on the others, but you cannot do it all at once.

By President Tyree: I would like to state that, to my mind, the way to go about getting effective work, in the first place, is to have the President to be on his job. In the second place, is to have the special committee appointed for each of these resolutions to attend to it, and the President should see that they do attend to it. And it will take some of the work off of the Secretary, and it will give these good men something to do. And I think putting these things in the hands of a committee that will work, and a man behind to see that they do work, is the way to get effective work out of Congress. That is my idea of putting this thing over.

That is why I brought up the parcel post matter. I did not know whether a committee was to be appointed or not, but I think this committee will take care of it and go right after it.

My idea is to put different things in the hands of committees of two or three, and then see that the work is carried on.

By Mr. Harris (of Washington, D. C.): I would like to say something on that same subject. The Secretary can take this down. The reason why our committees don't work is not known to you. You take three men and appoint them. For instance, you have Ben Larrimer, Mr. Holsinger and myself, and then you expect us to meet during the year and attend to the work. It is impossible. You pick out men who are scattered all over the country. Why not pick out men who can reach each other now and then, and then let that set of men do one thing; and appoint another set in another section of the country to do another. But you cannot get men in New York and Chicago and Washington together to do any work—they're too far apart. The Secretary can help the President along these lines if he will keep it in mind. It is one of the things that you ought to keep in mind, to pick out the men who are in certain localities to do the work you want them to do. You pick out men in Baltimore, Washington and Phila-

delphia, and it is possible for us to get together once in a while. You pick out another set of men over near Chicago, and around in there, and they can do some other work. Pick your committees by grouping men in sections. Don't divide the committee all over the United States.

By President Tyree: That is a good suggestion.

By Mr. Harris (of Washington, D. C.): I would like to say one thing in answer to the Secretary. The Secretary says he has got enough work to do for three years. He has not got enough work for this year, because he can go to it in a systematic way and he can do it in nine months. He will have all the work he can do and more, of course, than he can do. He can take up one thing at a time if he deems it best and the proposition big enough. He can follow his own inclination. He has got to make good. He may do it as it suits him. If he can handle three things at one time, go ahead. If one thing seems big enough to do and it is worthy of special effort, why specialize on it. When he comes back, then he can say, this is what I have to show. He can tell us how much trouble that result was, and we will have to judge by how much trouble it was. We know that he can only do so much, and I know that this whole Congress will be perfectly fair with him, and I know that he will give his best efforts. We know that he will give his best work to pull this thing out.

By President Tyree: The remarks are all right. He can take care of it systematically. We will stand adjourned.

Thursday Morning Session, June 18, 1914

9.15 o'clock

Meeting called to order at 9.15, President Tyree in chair.

Roll call.

Minutes of previous meeting were read and approved.

By President Tyree: The meeting is open for business?

By Mrs. Standiford (of Kentucky): Mr. President, I want to know if it is in order for me to ask a personal question for advice? I have been a member of this organization about twelve years, and a member of the Women's Federation for about three years. And I cannot attend both meetings, and I feel that I want to offer my resignation to the Women's Federation; and if I do where will I stand, and how will I be taken care of in this? I want to belong to this and be a regular member so that I can be recognized as are other members. And I want to know if the ladies will have a place on the Board? I have been asked by some of the ladies to see about that also.

By Mr. Dozer (Treasurer): I think that I can reply to Mrs. Standiford. The Women's Federation is simply a kin, or rather a part of our regular organization. Every person who is a member of the Women's Federation and attends our convention is supposed to be an active member in the National, and there is no reason under the sun why you could not withdraw from the Women's Federation and still be a member of the National. If the Women's Federation was dissolved, you would still be a member of the National.

As far as a place on the Board, that is up to the convention. A woman, who is a member, is eligible to office in the Association. A woman has the privilege of ballot, and I presume is eligible to office if she is elected.

By Mrs. Wootten: I was not fortunate enough to hear the first of Mrs. Standiford's remarks, but I believe it a question of disbanding the Federation as a union. The people of North Carolina, Mr. Tyree, Mr. Holsinger and Mr. Cole, and all these men that we have had our convention experience with, know that the woman with a microbe for doing things is a very uncomfortable and unrestful thing where there is no outlet for that microbe to express itself, and things happen that hurt them very much. Mr. Tyree and my friends know what I refer to, and I am not going into it.

Now we have no such feeling in the National Convention, and I am thankful for it. One reason we have not is on account of the Women's Federation. That is an organization within the National, submissive to the National Board. While there can be no infraction, at the same time it gives a proper vent for this energy that lots of us have. I work because I have got

to make money and I have got to develop my business; and I think it would be a very sad thing for the National Convention at large if the Women's Federation is allowed to be disbanded and dissolved.

One thing I see that comes up, and that is the matter of expense. The women will raise their own funds. There will be not one dollar's expense to the National. They will always be glad to work in harmony; and I have served on the Board of the Women's Federation for four years, and I think we can say that there never will be any friction. They always work in harmony with the National, and I hope before you gentlemen and ladies pass any resolution dissolving the Federation that you will give it most serious thought, because it means very much to that body of working women. I thank you. (Applause.)

By Mr. Phillips (of Pennsylvania): As I understand, as near as I can remember of what Mrs. Standiford said, this is not a matter up to the Association or Congress. We have no right to disband the Women's Federation as far as we are concerned, and it seems to me that Mr. Dozer placed the matter before us very clearly. That is, women are considered as active members—that covers the whole ground. As to whether they have a representative on the Board, that is a matter of election, the same as for any candidate. But the women have to disband of their own free will.

By President Tyree: What Mrs. Standiford desires is to be an active member, and she wants to resign as a member of the Federation. Mrs. Standiford, you are an active member. You are entitled to a voice the same as any of us, and to office if elected.

By Mr. Towles (of Washington, D. C.): The way I understand the organization of the Women's Federation, it is a distinct, separate organization; in fact, they have two organizations within themselves. They have a Circle and a Federation. It is not even necessary for their members to be a member of the National. I don't see that the National Association has any jurisdiction over the Federation whatsoever.

By President Tyree: A woman cannot be a member of the Federation without being a member of the P. A. of A., but she can of the Circle.

By Mr. Towles (of Washington, D. C.): The Women's Federation is an affiliated body. The only connection is that the National Association has been donating a certain amount of money to assist them. I don't think we have any control over what they do.

By Mr. Dozer (Treasurer): I would like to say just a word. I don't know what is in the air, but I think every man and every woman will agree with me that this collection of pictures that the women have been showing at this convention has been well worth every cent it has cost our Association. I think the quality of our exhibits have increased a great deal since these women have been taking a collection of pictures; and personally I am very glad to have this Association contribute what we have contributed. (Applause.)

I would dislike very much to have the ladies withdraw this support and help in making the conventions the successes they have been the last few years.

By President Tyree: Mr. Towles, please take the chair.

By Mr. Tyree (of North Carolina): I want to go on record as stating this: I don't know that there is any one that would more gladly give their support to the women than I would. I think we should co-operate with them in every way.

But I want to tell you that I don't believe in organizations within an organization all the way around, covering all branches of photography. It is not necessary for the portrait men to have an organization, and the commercial men to have an organization, and so on through. That is not necessary. All in the world we have to do is to appoint a committee to take care of the women. Appoint a committee to take care of the commercial end of it, and so on, to provide entertainment and instructions to these people. And a woman is a member of the P. A. of A. whether she is a member of the Federation or not. If the women want a little federation or a club within this organization, that is all right. The women have certainly given us the best that we have had. They have worked diligently, and the women have never worked any harder than they have this last year. But I don't believe in organizations within organizations, and organizations within organizations, and organizations within organizations. The P. A. of A. is an organization to take care of us all.

By Mr. Harris (of Washington, D. C.): I don't think that is the question at all. The question that this lady wants to know, and I have been asked about it a dozen times this last year, is whether a lady can become a member of the P. A. of A. without joining the Federation? This Federation has nothing to do with us, and we have nothing to do with it. The officers have come to us several times and asked for money, and we have given it to them. As long as the Board sees they are getting results from this Federation, they will keep on giving money to help it. As far as a woman is concerned, she can come in here, and she can be just as much a part of the P. A. of A. as any man in it.

A woman cannot join the Federation without joining this society. I think that is a good thing.

Here is another thing. A federation of any class of photography could be formed in here, and it does not matter how many of them. But just the minute this Board thinks they are getting too big they can stop them, but they can only stop them so far as their support is concerned. If I were going to suggest something, I would suggest that our Board do something for these federations, only do it through our Association and in our way, and not through the Federation. When the Federation comes up here and asks for something let them say what they want, but do it in our way and not in the other fellow's way, and then you can stop any more federations being started.

I want to say that these women have done a wonderful work. They have organized themselves, and they have their own meeting. It is a good thing. It gives them a place to get it out of their system. When my wife gets started I let her go and get it out of her system, and then I can live with her again. And my wife does the same thing with me. When I get started she lets me go, and then when I get it out of my system she can live with me again, she says.

Here is the trouble. They go home and announce I have not seen anything of this convention. You ask them what is the matter, and they will say the Federation kept me so durned busy I have not had a chance.

But the point we want to make clear at this time is: A woman can join this Association and be just as big in this Association here, whether a member of the Federation or not. We have nothing in the Constitution concerning the Federation, but the Federation has something concerning us in their Constitution.

By Mr. Cole (of Virginia): I think there is a great deal of good that the Federation has done. I think it has done a great deal of good in more ways than one; and I think it has put forth more energy in trying to interest the lady members in the fraternity at large. I think that it has tried to reach all of the women with its literature, and tried to get them here. If they should decide to withdraw, wouldn't that lessen the attendance of the ladies at our convention? Anything that would tend to lessen their interest or make their attendance smaller, I would certainly not be in favor of. We need more women in the photographic profession. The Federation will be a great deal of help in interesting and helping us along that line. I feel that the women have done a great deal for this Association, and I candidly believe it would be a very sad mistake to us to let them disband. Because I don't believe the Association could exercise the same influence over the ladies at the convention as the Women's Federation itself does.

By President Tyree: Mrs. Standiford, your question has been answered, hasn't it? You are entitled to all privileges. We are ready for new business.

By Mr. Core (of New York): I have been requested by Mr. Falk—and I don't know whether it is the proper place or not—to enter a plea for the Copyright League. Mr. Falk is president of the Copyright League, and they are anxious to come in here with us. I don't know whether you all understand the benefit to come from the Copyright League. Personally, I believe that the Copyright League ought to be a part of the National Association. In the first place we hear a great deal about selling pictures to the newspapers and publications of all kinds. And it is a fact that they take pictures and print them irrespective of any private right that you have, and they are very seldom interfered with from the fact that there is none that feels like buying a law suit.

Now the Copyright League has incorporated in their Constitution a clause employing legal counsel. One dollar a year entitles you to member-

ship in the Copyright League. One dollar entitles you to counsel of the League, a man who has the entire handling of the Copyright League legal affairs, and from the fact that he has the entire handling of the Copyright League would be very well posted on all sorts of procedure, and would be able to determine very readily what sort of a case you have. They agree to give you counsel—all that you need. They also agree to take your case without trouble to you. If you run an automobile and you have liability insurance on the same, and you have an accident, why the insurance company takes it all off your hands; you just simply turn the matter over to the insurance company. In this case, the Copyright League stands in the same place as the insurance company. However, with this difference, whatever you get, they take it on a contingent fee; whatever recovery is had they get a portion of it. It seems to me it is a very small outlay for such big returns.

I would also like to enter a plea—but for some reason the National has refused or ignored the request of the Copyright League to come into the National Association, or become a part of it; or, in other words, to take over the Copyright League. It seems to me that we are neglecting a chance as a National Photographers' Association to give to each man that comes here something that is tangible.

Many of you come here at a great deal of expense, and you would like to have something to take back to your wife, something that she can see. She doesn't see the things that made you grow. And every man that comes to a photographers' convention is very blind and very dull if he does not grow some, but that growth is always slow and it is not noticeable to his wife, although it is there just the same. That benefit is not one that you are able to show the minute you get home, but if you have a material benefit, such as it seems to me this Copyright League affords you, it is tangible and it can be shown that you have accomplished something. I thank you for the courtesy afforded me by the National Association.

By Mr. Harris: I move you that a committee, consisting of Ryland W. Phillips, Will H. Towles and E. B. Core, take this matter up, for this convention, with the Copyright League, and let them devise a plan before the next meeting of the next Board of officers, and give the right to the Board to accept or reject their proposition to make the Copyright League a part of this Association; and they report to our next Board meeting.

(Motion seconded, put and carried.)

By Mr. Larrimer (of Indiana): There is a resolution that can be settled immediately in regard to paying the expenses of the Board.

By Mr. Towles (of Washington, D. C.): Here is the resolution:

Be it Resolved, That each officer be given railroad fare and $6.00 per diem to cover all expenses while away from home on any business for the Association.

By Mr. Larrimer (of Indiana): I move the adoption of that part of that resolution.

(Motion seconded.)

By Mr. Shrader (of Arkansas): I wish to make an amendment. I wish to make it $10.00 a day. A man cannot live on $6.00 a day when traveling.

By Mr. Larrimer (of Indiana): I just want to disagree with him, because he is mistaken. Any man, or any photographer, can live on $6.00 a day, and 99 per cent. of them have done it all their lives.

By Treasurer Dozer: The object of this resolution is to reduce, if possible, the officers' expense account; and if you made that $10.00 a day, you had better leave us the way we are going because the Association will be worse off than now.

By Mr. Phillips (of Pennsylvania): I am very apt to want to put words in. There is just one little slip there, and that is the word "Pullman fare." I am thinking of when you have pretty long trips.

By Mr. Towles (of Washington, D. C.): We discussed that, and decided if he was allowed $6.00 a day from the time he left home his expense would not be any heavier on the Pullman than at a hotel.

By President Tyree: Mr. Towles, will you take the chair?

By Mr. Tyree (of North Carolina): I am going off of this Board and I will soon be a past president. But I do object to that, and I want to tell you if I was limited to $6.00 a day I don't believe I would want to spend money out of my own pocket for the Association. I have never gone home that I was not short seventy-five or a hundred dollars of my own money. I expect to spend money enough to get along, and you cannot do it on $6.00 a day. I don't want to be limited to $6.00. I have never seen an exorbitant expense account, and I believe to-day you have got just as economical a Board, considering the present time. There is not a man on that Board that spends money for anything except for legitimate hotel bills. In order to represent this Association it costs us two or three dollars a day for a room. I don't believe you have investigated this thing as you should. There are times when we go into a town, in order to be properly represented, your officers are compelled to stop at the best hotel. And oftentimes we are called upon to take people to dinner, and we are compelled to do it, and we extend that invitation to them because we are doing the work of the Association and have it to do. I believe in curtailing expenses all that we possibly can, but at the same time this thing of limiting a man to $6.00 a day is not right.

I just want to go on record as saying I object to a resolution of that kind.

By Mr. Larrimer (of Indiana): I moved the adoption of it. I have not anything to say in answer to you. I appreciate what Mr. Tyree has said. The Board is necessarily called upon sometimes to entertain. At the same time I believe that a certain stated amount is better than an expense account left to the discretion of the man. If $6.00 is not enough, why make it more. The idea at the present time was to put on some kind of a limit. We get men of different dispositions on the Board. I believe

that a certain stated amount to cover expenses is better than a discretionary expense account, which varies very largely with the temperament and the disposition of the man. I really think that $6.00 is about a legitimate amount—not to speak of the fact that entertainment is not legitimate, but it is very often subject to abuse. Really, I haven't very strong feelings on this subject, and I cannot talk unless I am interested in it. But I do believe that a stated amount is better.

By President Tyree: Does any officer believe that he can really cover his expenses at $6.00 while away from home?

By Mr. Harris (of Washington, D. C.): Here is your answer. He can get a room for $3.00 a day. I am the kind of a fellow that cannot live in a room without a bath. Many of you will not live in a room unless it has a bath. That leaves $3.00 for meals. There is not a man in this room that spends a dollar a day for breakfast, and there are lots of men that will not spend a dollar a day for lunch. But lots of us will spend $2.00 for dinner; so I would say if you do anything along that line, I would raise it $1.00. It is not so much an argument of where to start—it would take up all the rest of this afternoon, because we would all have our own ideas.

The expenses of this convention are more than they should be. It is absolutely terrible. The last convention was the most expensive that was ever pulled off. If we could appoint some kind of a committee, who know what expenses mean, to go over these expense accounts and go into them, that might be all right. I would like to find out why these expenses are jumping all the time. I think a committee could bring in a report by next year that would straighten us out.

You know the last four or five presidents—that includes me now—have gone out and hired men to do work for this convention when they could have made the men work who are on this Board. They did not do it. Why—I don't know. We have all been doing the same thing. I did it, too. So I can point to the fellow who did it the worst. It seems to me if we would get a good committee we might come to a basis where we could stop this expense.

One more thing. You know our President can do almost anything. There is, of course, a kind of a restraint, but not a good restraint, in the Treasurer and the Secretary. Now when he spends the money, the other two have to pay it. I don't care, there is not a man in this Association who will absolutely "butt" a friend of his into the chair. Some of our presidents put bills through where it was an injustice to put those bills through in that way. I remember distinctly one President who wired two men to come on at the expense of the convention, both of them to do his personal bidding, and that was all.

Now the point is that we want to get up some kind of a scheme of financing so that one man cannot spend all of our money in one year.

I want it to go on record, right now, that I object to the amount of expense of our last convention, and the way the President spent our money.

It was the most expensive convention that we have ever pulled off, and it did not need to be, and I object to it. And if I did not object to it, some other man is going to get on this Board and spend more money than he did, not only in that way, but in other ways. I don't mean anything personal against the last President at all in this particular thing, but I would like to see three men that live close enough together, and who know what finances mean, who can get down into an expense account and say what should be eliminated, and what should not be done. And after that, it will not cost us as much money as it has in the last five conventions.

I hope you will let it go until next year, and bring in a proposition that will cover the whole finance scheme of this convention.

By Secretary Hoffman: This is a question that I am interested in possibly as much, if not more, than any other one in the room, because my future depends upon the future of the Association. When you get to thinking of the finances of the Association it is really an alarming fact that we pay so much money for the little amount we get. At the present time we have $2500, drawing interest, and there is a loan out against that. So you will see that we are really down to $2000. This is not a million-dollar organization, and I think every step that can properly be taken toward the reduction of expense should be taken. The resolution has been thought over very carefully, and it has been figured out what a man can live on, and $6.00, while it is conservative, will cover the expenses of a conservative man. I believe it is in proportion, and I think it should be passed.

As far as curtailing the President in the expense of running the convention, the most satisfactory way is to fix a budget at the beginning of the year. The President shall have so much money to spend, and keep him within that, and in that way you are protected all around.

By Mr. Core (of New York): This is a question of incorporating a specified amount for a daily expense account, as I understand it. It is perhaps not altogether complimentary to a man to say to him that he shall not spend of the Association's money any more than a small stipulated amount, when he is doing work that, applied in almost any other field, would be worth about three times that amount. That is one side.

On the other hand, if you place a specified amount, whoever the officer is, no matter what the case might be, he is entitled to that much; and I know from my own experience that I never would think of entering an expense bill of what I actually spent at the time that I was President of the National Association. It was not in my mind that I should do it. There was not any specified amount that I was supposed to have. The consequence was—perhaps I am a little too honest—I felt that the service that I rendered the Association was not worth more than just a few cents railroad fare. On the other hand, if the Constitution afforded me a certain specified amount, there would be no reason why I should not take it. That is the other side of this question. Some are perfectly willing to do a lot of

work for nothing, and others may do it in a great deal more expensive way than the former.

By Mr. Dozer (Treasurer): I want to take an exception to a few of the remarks made by Mr. Harris. In the first place, the last convention was not the most expensive convention. The Philadelphia convention was more expensive. Mr. Townsend, the President, was limited on the amount of money that we allowed him to spend, and while he exceeded the expense allowed him, the Board saw fit to allow those bills.

There are bills passed by the Secretary that are held up by the present Treasurer. Because the President or Secretary, or any other officer of this Association, decides to send in a bill that is not right, it is not assured that he is going to get his money. There have been bills held up.

By President Tyree: Will you allow me to speak again, while I jump on my friend Harris? Last year's convention was not the most expensive, and I don't believe he wants to go on record as objecting to it. I think he spoke rather hastily.

I am going to tell you a little something—you may not like it. It was predicted that Tyree, with his expensive tastes, would bust this Association this year. I am informed by the Treasurer that he thinks the expenses will run $3000 less than last year, notwithstanding that prophecy.

Don't limit a man on expenses. Put it up to him. Use the honor system that we are using to-day. If you have to limit a man, why get some one else, and I especially object to a resolution of this kind. I am sorry it was ever brought before this Association.

Mr. Dozer is right, and is looking after the treasury. Bills have been presented to the Treasurer, and he has refused to issue vouchers for them. There is not a man who has the good of the Association at heart, but what he certainly wants the Association to prosper, but he cannot do it without that big vehicle "money."

By Mr. Harris (of Washington, D. C.): I would like to just answer these two questions put up to me. Of course, if you take into consideration as convention expenses the trip to Atlantic City, that was the most expensive convention. I did not take that in as part of the convention expenses. Was it not the largest outside of that one item? That is exactly what I meant.

The second proposition is this: Mr. Tyree, under my plan, is to appoint a committee of three men close together—I mean an expense committee, whatever term they might be called, but within a circle that they can meet often. I question whether you could get a committee within a far radius to take in the situation of finances in such a way that it would be of consequence. Unless you cover thoroughly this matter there is no use of going into it.

I think we ought to put this resolution out of business, and get a committee to look into the finances of this convention. I think it will be a good thing for us. It cannot do any harm. I think it ought to be done. I am

fully in accord with the proposition of trying to put some fence around the President. The Board is all right, but it is the President who is always doing these things.

By President Tyree: It is unfortunate, but true, you talk about your President. It doesn't make any difference what the President of the convention does, how hard he works, how much he does to make it a success; if that convention is not a success, Tyree is to blame. It doesn't make any difference who is to blame—it is laid on him personally. Yes, it is. Of course, if it is a success all the officers of the Association and everybody contributed to that success, but they don't look at it that way. If it fails, the President gets the blame. It is perfectly natural for the President to secure the best talent even if it does cost money.

By Mr. Harris (of Washington, D. C.): Whether I got in wrong with the President or not, that doesn't make any difference. I wasn't going to say it, but I will now. Last year the President had two men on this Board that he did not work. He did not have them do anything, or if he did, they didn't do it. If the President last year asked two of the officers to do anything they did not do it, and he only had three or four men to do their work. I don't think it is right for the Association to pay the expenses for work that the Board should do themselves. They have two weeks at a convention, and they go out and hire other people to do the work. The first thing you know we are going to have a President who will go out and hire the whole force and leave his whole Board to do nothing. I did not want to say it, but I have said it, and I am going to stand by it. It is not right. The Association expenses are climbing up, and I am beginning to wonder how long we can stand for it.

Take our Board meetings, for instance. We used to do the Board work in four days, and it is now taking eight to get done, because two or three men cannot agree—and we pay the bills. I don't believe it is right. I feel that we must do something now to save us money. That is what I want. We are expecting our new Secretary to save us money. That is who I am trying to fight for. I want to see that man pull the Association together, and spend the money where it belongs. In Philadelphia we had the same trouble the year before. They were two or three days longer doing their business up there. I see Ben Larrimer getting ready to answer me. There is no reason why they should spend eight or ten days at it. I know that they used to do it in four days, and now it is taking twice that long. Now there are other men coming here and will be on this Board, and they will take that precedent—that is what I am kicking about.

I don't care how much money has been spent in the past, but if they don't stop it these members will be coming in in January and staying there until the convention comes off.

By Mr. Dozer (Treasurer): I want to say, in reply to Mr. Harris, that I don't believe that there is a member of this Executive Board who wants to spend his time around with nothing to do, and nothing coming in.

He has business at home. I feel that we spend no more time at our Board meetings than is absolutely necessary. We all have business to look after of our own. We go to the Board meetings and work and get through as quickly as we can.

By President Tyree: In January, at the Atlanta Board meeting, we attended a little banquet. That was over at 10.30, and we went back into session and stayed there until 2 o'clock on Saturday night, and we were working every night. After it was over, one member of the Board said: "Tyree, I would not work that way again for any darned Association." We did not go to any entertainments, except a vaudeville show and the banquet.

By Mr. Towles (of Washington, D. C.): I think this resolution has accomplished exactly what I wanted to accomplish. A few things have been brought out that I wanted brought out, and I wanted the members of this Congress to think along these lines in order to provide some safeguards. The resolution is not the thing we want, but we have to start to thinking along this line, and it will eventually result in some plan to throw safeguards around this Association. I will withdraw the resolution, with the consent of the second.

By Mr. Larrimer (of Indiana): I will withdraw the motion to adopt it, with the consent of the second.

(Consent given, and the meeting stood adjourned to meet again at 4 p. m. of the same day.)

Thursday Afternoon Session, June 18, 1914

4.15 o'clock

Meeting called to order at 4.15, President Tyree in the chair.

By President Tyree: This is the last meeting of Congress, the last session, and the Congress is now open for new business.

By Mr. Moore (of Ohio): I have got a little matter here, and my reason for bringing this subject up and talking about it is the fact that there is a crew of home portrait people working in my home town, and it was called to my attention a few weeks ago that the representatives of these people would call upon a man to photograph him, and if the man was in the iron business or steel business, they would give him a card, and on this card it would read, "Special Representative of the *Iron Age*," and the agent would represent that he had been sent out there especially to take that firm's photographs. If they approached a bank, they used a different card with the name of some bank publication, and they used cards representing six or eight or ten different trade publications, of each of which they had these cards. They had cards printed for each one, and each and every man would be presented with a card from a trade publication that he would be interested in. I inquired of the *Iron Age* people, and they stated that they had absolutely nothing to do with these men, and they did not want to have anybody photographing people for them, because if a man was approached in this manner and was photographed for them, and in the course of human events, if these pictures were not published, he would be sore, and here is a resolution that Mr. Edmonson and myself drew up:

Whereas, It has been the custom of some traveling photographers to procure sittings of business men by wrongfully claiming to represent various trade papers and magazines; therefore, be it

Resolved, That the Congress of Photography here assembled do instruct the Secretary of the Photographers' Association of America to inform the editors of the different trade papers and magazines of the schemes practiced by unscrupulous photographers to procure business by using the names of papers and magazines solely for the profit of said photographers, by request of any member of the P. A. of A.; be it further

Resolved, That the Secretary inform the editors of the various trade journals that he will furnish, by request, lists of photographers, members of the Photographers' Association of America, in any city or town in the United States.

What I am trying to get at is to have the Photographers' Association write to these magazines telling them how their name is being used. If I would write a personal letter to the editor of the magazine it would probably get thrown into the waste basket, but I think if our Secretary would

write a letter calling attention to the fact that such things are being done, they would recognize it quicker coming from the Association than from me. If these people knew what was being done, I think they would object to it. I know that the concern that was using the name of the *Iron Age* a very few days afterward denied that they had anything to do with the *Iron Age*, because they had been called down.

I move the adoption of the resolution.

(Seconded. Motion put and carried.)

By Mr. Doty (of Michigan): I have just a little matter that I thought perhaps was forgotten. It was planned to take up at this meeting the question of the adoption of a permanent emblem. Has anything been done along that line?

By Mr. Larrimer (of Indiana): I move that a committee, consisting of Will H. Towles, George W. Harris and Manly W. Tyree, be authorized by this Congress to secure designs, competitive designs, for a permanent emblem representing the P. A. of A.; that they secure as many as they can from the best concerns possible, and that they be further authorized to adopt an emblem which shall be a permanent emblem of the Photographers' Association of America.

(Motion seconded, put and carried.)

By Mr. Schriever (of Pennsylvania): We have now determined upon a permanent Secretary. It seems to me that it is quite important that we should have a permanent home for him.

By President Tyree: Mr. Schriever, we have gotten into the habit of saying permanent Secretary. It is really General Secretary.

By Mr. Schriever (of Pennsylvania): After this meeting I will call him a General Secretary. In selecting a home for a General Secretary, if you please, it seems to me that the selection of the location of his home would be of importance to this Association—it should stand for something. There is one location that seems to me would be better than any other location in the United States. It seems to me our national capitol would add strength to our organization, and he would know what was going on in the way of legislation at the same time.

I move you that our General Secretary be permanently located at Washington, D. C.

(Motion seconded, put and carried.)

By Mr. Ackerman (of New York City, not a delegate, but given permission to address Congress): It is needless to say, Mr. President and gentlemen of the Congress, that the privilege of addressing the Association is one which is esteemed, not only by those of the photographic fraternity, but also by those who live upon the photographic fraternity, namely, the photographic publisher.

As long as we have the official headquarters now in Washington, D. C., I would like to talk to you for a moment about some pending legislation which I believe the Association should go on record as endorsing. That is,

the Stevens bill, which is known throughout the country as the fair trade bill, now before Congress. Many of you remember that in recent years there have been decisions of the Supreme Court of the United States which have taken from the manufacturers of products the right to fix the price at which those products shall be sold. This has brought into trade conditions in the country a problem which spells disaster for the legitimate, honest manufacturers, who continue to deliver the goods. It opens the way for price cutting, for department store practice, and mail order campaigns, which deal through advertising campaigns, on large scopes, in unsatisfactory goods which do not measure up to the standard required in our business.

The Stevens bill was drawn by Louis Brandeis, who was known all over the country as the people's lawyer, for the protection of the people. We are just as much interested in pure photographic goods and standard prices on these goods as is the druggist, the grocer, jeweler or hardware man, and I believe that we should go on record as endorsing this measure, because it has been endorsed by every association of standard and character in the country which has held conventions so far this year.

One thing that I want to talk to you in connection with this is the price that we should get on the goods that we manufacture. Every photographer is a manufacturer. He takes the raw material and transforms it into the finished product. The cost of production of goods is continually increasing the cost of doing business, the overhead charges are increased—and the charges that the photographers are making to the public to-day are not in keeping or keeping pace with the advance in the cost of production, or in pace with the cost of doing business in other lines.

You take the work that you are doing to-day—you look at your exhibition upon the walls here to-day, and you will find that the work that you have to put upon the photograph itself is greater than you ever had before. You have heard of the "automobile face" and the "bicycle face," and now you have to wrestle with the "tango face"—and to take pictures of the American type of "tango face" is one thing which renders your work more difficult than ever before. The strained expressions of the men. The almost frozen smile of the women, make for the photographers a harder job than he ever had, all of which should make it necessary for you to raise prices to keep pace with the competition of the other industries. I want to do this—I want to introduce a resolution:

Be it Resolved, By the Congress of Photography of the Photographers' Association of America in convention assembled, that we do hereby endorse the provisions of the Stevens bill, for the maintenance of fair price and the upbuilding of the retail business men of the country.

I want to read from the provisions of this bill, and then I would like to hear from Mr. Harris.

(Mr. Ackerman then reads from the New York *Times*, of June 16th, the following:)

"Unfair competition in commerce is hereby declared unlawful. The commission is hereby empowered and directed to prevent corporations from using unfair methods of competition in commerce. Whenever the commission shall have reason to believe that any corporation has been or is using any unfair method of competition in commerce it shall issue and serve upon such corporation a written order at least thirty days in advance of the time set therein for hearing, directing it to appear before the commission and show cause why an order shall not be issued by the commission restraining and prohibiting it from using such method of competition, and if upon such hearing the commission shall find that the method of competition in question is prohibited by this act it shall thereupon issue an order restraining and prohibiting the use of the same."

By Mr. Harris (of Washington, D. C.): There was quite an uproar raised in the House over this particular bill. Now I cannot pull out of my memory what it was about. I don't follow those things very closely. I am not interested in them, and there are so many bills there. I distinctly remember it being discussed in the *Literary Digest*, but I cannot call to mind what it was.

I don't think it is fair—I don't like to say it this way, but I don't think it is the thing for this Congress to go on record endorsing any bill until every one of us knows exactly what the bill is about. The mere fact that any one of us brings something up here and asks all of us to endorse something we have no means of knowing about, I don't think it is the thing to do. If it is done, a precedent is established, and any motion can be passed. I wish you had not called on me.

By Mr. Ackerman (of New York, not a delegate): The resolution that I introduced has been withdrawn, and the resolution which we are now considering is this: That the Congress go on record as endorsing the movement for legislation leading to fair trade conditions. We can stand for honesty in business. Certainly this Association is big enough and strong enough to endorse a great national movement looking for the uplift of the country and a growth along legitimate lines.

I move the adoption of the resolution that was introduced in place of the original resolution.

By Mr. Larrimer (of Indiana): Mr. Chairman, I move that the resolution which has been reduced from the concrete to the abstract by Mr. Ackerman, and which I understand to be that this Congress go on record as endorsing a national movement desiring fair practices in trade getting—as placed in the abstract it cannot possibly do us any harm, and I move its adoption. I would object to the other for the same reasons that have already been raised. At the last session of Congress it would be impossible for the members to give an intelligent vote on a specific bill, which has much good, together with something that might not be so good. I believe the movement is good. I am always for anything that points to the light, and in the abstract way it is presented I think it does point to the light.

I realize that Mr. Ackerman cannot really introduce the resolution, and I would be glad to move that this resolution be adopted, and I don't believe it could do us any harm.

(Motion seconded and put.)

By Mr. Doty (of Michigan): I want to go on record as objecting to the adoption of this resolution, because it points directly toward making it harder for the consumer of goods. As I understand the Stevens bill, which I have given some attention, it is an attempt to legalize in business that which has been thrown out by the courts under the Sherman anti-trust law. That is my belief. And I give it as such.

I object very seriously to the Congress acting on this, as we have not proper knowledge of what we are passing.

(Motion carried.)

By Mr. Ackerman (of New York, not a delegate): The Photographic Publishers' Association of America, at their meeting, held in conjunction with this convention, transmit a resolution passed by them, thanking the Association for the courtesies extended to its members and tendering to the Association a continuation of the earnest efforts of the members toward the uplift and upbuilding of the National Association work.

By Mr. Harris (of Washington, D. C.): Mr. President, we have a special order of business of changing the by-laws as follows:

"Article V, Section 1. Active members: Annual dues, $2.00. No initiation fee. Section 2. Associate members: Annual dues, $2.00."

And attached to it is also the following resolution:

Resolved, That the Executive Board be and are hereby authorized to charge the sum of two ($2.00) dollars for button and convention privileges.

Mr. President, I move that this be done.

(Motion seconded, put and carried.)

By Secretary Hoffman: I would like to ask if it is the intention or the desire of this Congress that this two-dollar membership shall include the subscription to the *Association News*, and not to charge fifty cents additional for that?

By Mr. Larrimer (of Indiana): That was the understanding of the Legislative Committee, to put the *Association News* in with it.

By Mr. Redman (of Ohio): You have to charge fifty cents to get into the second-class rate. They agreed to appropriate fifty cents from the membership in order to cover the subscription.

By Mr. Towles (of Washington, D. C.): I outlined yesterday, I think it was, a little plan that I had thought out, which I believe would be of great benefit to the Association, not only to the National Association, but to every association, and every photographer connected with the Association, and you requested me to put it into a resolution. I have done so:

"Since this Congress is the national legislative body composed of representatives from the various States, and since the present system of holding State conventions necessitates the useless expenditure of thousands of

dollars every year on the part of the manufacturers and makes less effective our organization; be it

"*Resolved*, That the Secretary be instructed to communicate with the various State Associations to secure their co-operation in redistricting the United States into eight sections, in each of which shall be a photographic organization, the membership of which shall consist of the photographers of each respective section; be it also

"*Resolved*, That the National Board be authorized to name the dates for the various State conventions and be instructed to solicit the support of the manufacturers in putting these provisions into operation; be it also

"*Resolved*, That the National Board arrange for a uniform system of rating the pictures for the different exhibits, by providing a jury, which shall grade all the exhibits during the year, for which service each organization shall contribute a sum sufficient to cover all expenses of this jury in grading their exhibits."

Now the object of this resolution is to eliminate some of the small State conventions. As I understand it, we have had State conventions this year with as many as thirteen photographers present on the opening day. The home paper came out with the headline, "Home Photographers in the Minority." There were more exhibitors than photographers. That is an injustice.

I believe if we can get the consent of these societies to redistrict the country, it will strengthen us and enable us to do bigger and better things. We will have closer co-operation. These State societies meeting as often as they do are a terrible drain on the manufacturers, their dates conflict, and it works a hardship all around. I believe if we can put a thing of this kind through it will be of great benefit. We may be able to do great things for the photographers.

By Mr. Hoffman (Secretary): And right along that line, I might say that several of the manufacturers mentioned this to me, when I first took up the work, and suggested that I write the different manufacturers about it. I wrote to forty manufacturers, and received thirty-two replies, and every one was in favor of having the National control the dates of these different State Associations, because the receipts did not bring them a proportionate return.

By Mr. Abel (of Ohio, not a delegate, but given permission to address Congress): Mr. Chairman and delegates of the Congress, you will remember that I brought that up at Kansas City about eliminating a number of the conventions throughout the country. I told you at that time that if the National Association adopted the plan that the manufacturers would back you up, but the Congress, at that time, felt strongly against stating to a State Association, you shall not hold a convention unless we say so.

I want to tell you now, that the manufacturers will all back you up by remaining away from these conventions to which you do not give your "O. K." I can speak for several of them, and I believe the rest, clear down

the line, will promise as much, if the National Association will take the initiative. We will promise not to go to a convention unless your Association says we can. We will assist you in that way. I tell you right now, that if you will take such action, the manufacturers will back you up. If you will pass a resolution to the effect that you will control the conventions of the various States, if any do not come into line we will withdraw our support, and that means that the convention cannot be held.

By Mr. Larrimer (of Indiana): I heartily endorse what Mr. Abel has said. In going back a year or two more than he, I thought up a scheme of my own, and that was that all subordinate associations, either by States or sections, should only operate under a charter granted by the Photographers' Association of America. They may be brought about in time, and I think it will be the ultimate disposition to make of this question. And taking my usual position as an optimist, I believe this is a good thing. I move that we adopt this resolution as read.

(Motion seconded and put.)

By Mr. Redman (of Ohio): There is only one point I would like to bring up for consideration, which is a small one, but evidently would be rather a large one. That is, as I understand it there will be eight conventions and the one of the National would be nine.

By Mr. Towles (of Washington, D. C.): The year the National meets in any particular section that section would suspend their meeting, so it would make eight all told.

By Mr. Redman (of Ohio): The point is you mention a permanent set of judges. Now then what occurs to me, could you get competent judges, men whom we would recognize? Men who have the ability to judge professional work? I don't believe you could. I question whether you could get three competent men, or the number of judges you have, to give that much attention to the judging of pictures away from their business. That is what occurs to me and I would like to have it considered.

By Mr. Moore (of Ohio): This last clause in this thing I don't think is fair. This motion states that they would be a permanent set of judges for eight weeks. How are you going to pay them?

By Mr. Towles (of Washington, D. C.): Each section will donate their expenses. The object in having a permanent set of judges is to reach a standard in photography, which is impossible, but the nearest we can get to it would be to get a standard according to three men's understanding. If these men judge the entire exhibits for the country for one year, you could get a standard for that year; if they serve three years or five years it is better, and that is possible. Nothing is impossible you know. You would then be able to get nearer to an understanding.

By Mr. Towles (of Washington, D. C.): The trouble in picture making is that it changes with the individual looking at it. The picture is just as good as the man thinks it is who is looking at it. There is no standard to measure it by.

By Mr. Holsinger (of Virginia): Wouldn't your standard change every time you changed your judges?

By Mr. Towles (of Washington, D. C.): Certainly; we want to do something that will mean something to the photographers. We don't know now how our pictures are going to be rated, because we have no standard. These three men could give us some idea of what three men would recognize as a standard. If we can get three good men on that jury, I believe we can accomplish something. You take three men to judge pictures to-day, and turn around and take three to-morrow, and you have a difference right away.

By President Tyree: I want to tell you something. Do you know how effective this is going to be? Mr. Abel says that the manufacturers will give us a signed statement that they will support the National Association in naming the dates of these different State conventions. In that case we can name and they must abide by us, or they will not receive the support of the manufacturers.

"*Be it Resolved*, That the Secretary be instructed to communicate with the various State Associations to secure their co-operation in redistricting the United States into eight sections, in each of which shall be a photographic organization, the membership of which shall consist of the photographers of each respective section."

You are passing something that doesn't mean anything. If you are going to do something, let's take the "bull by the horns." If you are going to do something, let's do it. For heaven's sake don't play with something that don't amount to anything.

By Mr. Core (of New York): In listening to these talks I happen to know something about what the support of the manufacturers means. I think it is a pretty well known thing that the convention proposition to the manufacturer is quite a burden. I think he would welcome anything that would get rid of some of that burden. We, in New York, never had to ask the manufacturer for one dollar to carry on our convention. The only thing that sticks in my craw is that we could not have carried on our convention in the way it was without the aid of the manufacturer, whom we really turned out of our Association. This thing would not be effective, except that it is impossible for many States to hold a convention at all without the aid of the manufacturer, and I think it looks like a good move in the right direction.

By Mr. Holliday (of North Carolina): For a long time it seems to me that our small State Associations have not accomplished anything. It seems to me that it would accomplish very much if we could get an organization for effective work under organized lines. I think Mr. Towles' move is a good one. Take my own section, for instance. Our State society has not done very much the past few years. But suppose all of us had a southeastern association when the National was meeting at a distance and a lot of fellows could not afford to go that far, but they could get to some central

point in that section. And the manufacturers would be glad to support it. I know it must be a burden to the manufacturers to come to us at great expense, and I personally have been ashamed to ask them, because I knew it was not worth their while to do it. Let us do something that will make it worth their while, and let us work together in a unit and get results, and make it worth while in every section that we can possibly get together.

By Mr. Medlar (of Illinois): I think that is a mighty good thing. In my personal experience in the working of the Association of Iowa, the last four or five years it has been like pulling teeth. I believe if we could join with Illinois, Indiana and possibly Ohio and Michigan, we would get a lot of these fellows in our State that will not pay any attention to a State association. I think it is a fine move.

By President Tyree: The Secretary has just brought in some letters endorsing this movement. And it seems that he has received replies from thirty-two manufacturers.

By Mr. Schriever (of Pennsylvania): We have thought a whole long time of doing something for the manufacturer, but you have overlooked the fact that if you divide up the sections of the country into eight sections, you are not only helping the manufacturers, but you are helping yourselves, for the reason if you have four or five States joined together, your membership will bring you in more revenue with which you can entertain and furnish instruction for your Association. It is our intention in the State of Pennsylvania to build up our membership in order to supply more talent. If you have 500 members in your Association you will have a great deal more money than you will have with 100 members with which to transact business. The trouble has been in our Association that we have not had revenue enough. We have some fine ideas, but we lack the revenue, and I don't believe in taxing the manufacturers to death. I believe that the members should contribute enough to finance your Association. Therefore, this move is one of the best that I have heard. In fact, we expect to invite other States to our State, and there is an invitation extended now to two other States to join us, for the reason that we wish to increase our membership to 1000. That will increase our revenue, and the more money we get from the members, the more we can do for the members, and I am in favor of this resolution, and I think it is a good move.

By President Tyree: I am very glad indeed to hear from Mr. Schriever. I wanted to hear what he would say.

By Mr. Towles (of Washington, D. C.): Mr. Chairman, I did not think it wise to put a clause in this resolution that would make it absolutely iron clad. The idea was suggested to see just how these States felt about it. I don't want to bring in anything that would look as if we were going to put these State societies out of existence. It would be a mistake to do that, unless we provided a remedy for it. We could not very well have the co-operation of the members, unless we provided some remedy and some means to take care of them, and I think it would be absolutely practical for this Associa-

tion to incorporate this plan, and then when we have the co-operation of the manufacturers and we have outlined our plan, we can say to each State that you must have a membership in this section, and in that way you will build up a stronger organization. The photographers don't go to the State societies because they have nothing to give them.

I remember in Pennsylvania, when we met in Harrisburg, a year ago, a man came over from Baltimore to attend, and they wanted five dollars. He said, "You have not got five dollars' worth to give me," and he went home again, and I don't blame him. They did not have it to give him. Just as soon as you get a sufficient membership you can do big things, you can get big results.

By Mr. Elliott (of Texas): I am heartily in favor of this movement. I think it ought to be fixed up with the clause to do what we are going to do, and do it right now.

By Mr. Larrimer (of Indiana): My speech is all shot to pieces now, but I am not in favor of the clause. I think the resolution as it stands is radical; and you have not any right to destroy work that is being done, and conventions that are already arranged for this year. I object to the clause, and I believe you had better coax them instead of trying to kill them. We have a good many conventions that are already decided on for this year that a clause would knock out. I believe that is just about the way it ought to be, and I believe it is plenty strong enough. I don't think you want to go at it with a club, but correspond with the officers of the State Associations. They know that they are poor. They are doing their best. A few fellows in each one are working their heads off and trying to make things go. I strenuously object to putting any more clauses in the resolution. It is the right thing and leading toward the light.

By Mr. Harris (of Washington, D. C.): I have just heard from the manufacturers, and they suggest that we do the coaxing act first. So let's try coaxing first.

By President Tyree: I didn't for one moment mean to state that the the Association should destroy this year's conventions. Did I make any remarks of such a nature? I didn't mean any such a thing. I simply say this is absolutely harmless the way it is. The same thing will be brought up five years from now.

By Mr. Harris (of Washington, D. C.): No, it will not. Let me read part of this to you:

"*Be it Resolved*, That the Secretary be instructed to communicate with the various State Associations to secure their co-operation in redistricting the United States into eight sections, in each of which shall be a photographic organization, the membership of which shall consist of the photographers of each respective section; be it also

"*Resolved*, That the National Board be authorized to name the dates for the various State conventions and be instructed to solicit the support of the manufacturers in putting these provisions into operation."

Now this can be divided into two parts and what I have read is one part. Why not pass that, and give the Secretary the right to use these letters that we have in his correspondence with the State Associations as he sees fit. It will give us something we are absolutely sure of. That will give the Secretary until next year to get these State societies in line, and that is all we can do. We will work a whole lot of them in this way, and later we can drive the rest of them in, one way or the other. Let us give the Secretary a year to see what he can do with them; let us try the matter out first. If the person who made the original motion would accept it, I would suggest that we adopt just what I read first.

I move an amendment, that the first two sections be adopted.

By Mr. Larrimer (of Indiana): I will accept the amendment.

(Amended motion put and carried.)

By President Tyree: It is adopted up to that point.

By Mr. Elliott (of Texas): May I have just a moment to put myself on record. I just wanted to make this statement as endorsing this as it stands. This question came up of redistricting in our State society and inviting the other societies around us, and I have used every influence I could to oppose it because I thought the time was not ripe. Now that we have authority back of us to build up the Association, I am in favor of it. I want that to go into the record, so I can go back with a respectable explanation of why I changed my mind.

By President Tyree: Now we will take up the next section.

By Mr. Towles (of Washington, D. C.): I will withdraw that.

By Mr. Larrimer (of Indiana): I will withdraw my second.

By President Tyree: Congress is ready for new business.

By Secretary Hoffman: I would like to ask for a little more information. You have just passed a resolution providing for membership in the Association for $2.00 a year, and it was my intention to go out after the new members immediately after this convention is over with. Now, as I understand it, this clause of the Constitution will not take effect until the first of next year, but I cannot go out and get new members to pay their $2.00 and pay them for 1915.

You are starting out on a campaign for new members—5000 members. I believe under this system that in two years' time on this basis that we will have 5000 members. I would like to ask permission of this Congress to go out on a membership campaign immediately after this convention, permitting these men to join by paying $2.00 for 1915. We will send them their membership certificates for 1915 at once, and then they can put them up in their studios and be up-to-date.

By Mr. Harris (of Washington, D. C.): I think the Secretary could give an order on the Treasurer that these memberships are to be applied on next year.

While we are talking about that, Mr. President, Mr. Schriever and I were talking on the train coming down here, and he made a suggestion that

he thought we had the wrong time of year in closing up our fiscal year. He thinks we ought to close our year up within two months after the convention. That is not a good thing to bring up now, but it is a good thing to get into the minutes, so when the members of the Association are reading these minutes they can think about it. It would mean that the new officers could get to work quicker. Perhaps the time should be two months after the convention, and maybe it should be put at a date. Say we have our convention in July, then change officers say the 1st of October.

I just make the suggestion now, so when we are reading the minutes it will come to our minds again, and let's put a little thought on that.

By Mr. Schriever (of Pennsylvania): As Mr. Harris says, we talked over that coming down on the train. It has occurred to me many times, and most especially this. You generally hold your convention in July. It doesn't give the new officers time to prepare their campaign, and the result is they have to crowd everything into a short time. They should have at least nine months. I understand that the newly elected officers are laying their plans, but they cannot take hold of the wheel and give it a good push. I believe three months after the close of the convention, at the latest, is the most suitable time to close up the affairs of that convention.

By President Tyree: Is there any unfinished business?

By Mr. Holliday (of North Carolina): It strikes me just now, in thinking over the proposition of redistricting the country, in order to get started, you have got to start off in a concrete way. How are you going to start that off? In other words, organization is necessary to start off with. It strikes me if the President of the Association were allowed to appoint in that district the officers for their first meeting it would help matters, and then let them elect their own set of officers after that.

By President Tyree: You mean to form a temporary organization.

By Mr. Holliday (of North Carolina): Yes; it seems to me that is the way to get it started.

By President Tyree: I thought I was optimistic, but I am not as optimistic as Congress. I have not got the new slant on this.

By Mr. Harris (of Washington, D. C.): Let us leave that up to the Secretary. Let him figure that out.

By President Tyree: I have got to appoint a committee on resolutions, and I want to name Mr. Core, of New York, and Mr. Thuss, of Nashville, Tenn., and Mr. Abel.

By Mr. Core (of New York): Mr. President, it is generally understood that I have retired, and I would like to still be retired, and will ask you to excuse me.

By President Tyree: You must get the new slant. I will appoint Mr. Beach, Mr. Thuss and Mr. Abel.

By Mr. Larrimer (of Indiana): I hold in my hand a communication addressed to the Congress of Photography from W. E. Brooks, of Okla-

homa. It is rather voluminous and I suggest that this communication receive no attention from this body, but if there is no objection I would be glad to read some po-et-ry that is on the back of it.

A perfectly beautiful yet sad "Pome," written for Decoration Day, by the Pessimist and Grouch of Shawnee, Okla., W. E. Brooks, entitled

"THE DEAD PHOTO-GRAPHER."

The happy summer days have come, the saddest of the year;
The photo-grapher's awful glum because these days are here.
The Eastman Kodak Kompanee, with Ansco close behind,
Have got the "goat"—likewise goat-ee—of him and all his kind.

No more he flings the "funny stuff" nor smiles that sunny smile,
Kodak has peeled him quite enough to hold him for awhile;
The halting step—the drooping head—the fringes on his pants—
Proclaim the man with soul as dead as Julius Cæsar's aunts.

He scarce can raise a final squawk in plaintive pleasantree;
The dodo and the giant auk are not more dead than he.
So now you Koming Kodak Kids, with firm and deadly tread,
Just dip the flag and lift your lids to our heroic dead.

Just wave it wide, but do not hide, the tears you do (*not*) shed
That all these photo-graphers died to give you room to spread;
Just wipe your nose and lay a rose upon the unmarked stone
Where Art and Patience now repose forgotten and alone.

If you would speak a word of praise for those "who blazed the way,"
A shaft of ruddy granite raise and carve it thus I pray:
"Hic Jacet, Johnny—surname *Doe*—a photographer true."
He used to take the cake, you know. Now he is *dough* all through.

His throbbing heart *would* pant for Art, regardless of finance;
That's why he wore 'till he was sore those fringes on his pants.
His patient hands would kindly set the Kodak kids aright;
They stole his job, and have it yet—he's dead enough all right.

They got his goat, that's all, and then they busted up his show,
Now he has gone where honest men and photo-graphers go.
But when the harps are handed out (a crown upon his brow),
Dear John will smile again and shout, "Wish ma could see me now."

Now you have my little po-em, in the which I try to show-'em
  How the Kodak people throw-'em in the discard at their need;
Just a sil-lu lit-tle fic-tion, that does not induce con-vic-tion,
  Is in fact, a sad in-flic-tion on the read-er who must read.

But dear brother, wait a minute. There's a cud worth chewing in;
  We have got to "go agin it"—now don't lay this on the shelf.
If your business is worth saving, if you're tired of daily slaving,
  If you have an honest craving for a profit for yourself.

Cut this monkey doodle hurrah over wild Chiaroscuro
  Of the Camera Obscura, and the soft and fuzzy Phiz.
Get a line on stockhouse dealers and the corner drugstore peelers
  And their backers and their heelers, and get down to talking *biz.*

By President Tyree: I want to say to you that this will be the last time probably that I will ever address you as your chairman; and I want to thank you for your close attention and close application to your duties. Even the first of the week, when it was so hot, the delegates were true to their obligations and attended these meetings. While I will never be your chairman again, I certainly do hope that I will be a member of this honorable body next year, and shall be along by the side of my good friends Ben Larrimer, Pop Core, George Harris, and the rest of these P. P.'s.

By Mr. Larrimer (of Indiana): Will Towles, Vice-President, on behalf of the members of this Congress of Photography, I move you that we extend to our President a rising vote of thanks for the fair and impartial manner in which he has conducted these meetings.

(Rising vote of thanks extended the President unanimously.)

(And thereupon, there being no further business to come before Congress, it stood adjourned *sine die.*)

Summary of Treasurer's Report for 1914

Cash on hand, January 1, 1913		$5,461.75	
Received from memberships and dues	$4,379.00		
Received from sale of ladies' pins	58.00		
Received from advertising in *Annual*	1,420.00		
Received from sale of floor space	4,970.75		
Received from interest	120.00		
Received from sale of extra copies of *Annual*	15.00		
		10,962.75	
			$16,424.50

EXPENDITURES.

Paid out on vouchers Nos. 1249 to 1372, inclusive, as per Secretary's Report	$10,913.92	
Cash on hand, January 10, 1914	5,510.58	
		$16,424.50

L. A. DOZER,
Treasurer.

The Women's Federation

Report of the Women's Federation of the P. A. of A.

Atlanta, Ga., June 15 to 20, 1914

On the call of the President, Miss Pearl Grace Loehr, of New York, a meeting of the Executive Board was held in the rest room of the Convention Hall, Atlanta, Ga., Wednesday, June 17, 1914.

The meeting was called to order at 10.30 A. M.

The Committees on Nominations and Resolutions were appointed as follows:

Nominations.—Emme Gerhard, St. Louis, Mo.; Mrs. M. E. Gillam, Morgantown, N. C.; Miss G. I. Launey, Savannah, Ga.; Miss Harriet Oonk, Cincinnati, Ohio; Miss Adelaide Mead, Atlanta, Ga.

Resolutions.—Mrs. H. F. Bernhardt, Spartanburg, S. C.; Miss Maude Goodlander, Muncie, Ind.; Miss Lotta Mead, Atlanta, Ga.; Mrs. Bayard Wootten, Newbern, N. C.; Miss Clara Louise Hagins, Chicago, Ill.

The meeting adjourned until Friday, June 19, 1914.

On Tuesday, at 1.30, the visiting ladies were entertained by automobile rides to Brookhaven Club, where a luncheon was served. Every one was delighted with this entertainment, which was given with the compliments of the manufacturers, dealers and local photographers.

On Wednesday, June 17th, there was a great barbecue for all attending the convention. This entertainment was unique, being a southern form of amusement. It was enjoyed thoroughly by every one.

A big feature of the Women's Federation was the engagement of Miss Kate Cameron Simmons, of New York.

Miss Simmons is wonderfully versed in the principles of art, and her lectures were well attended and most instructive. It is to be regretted that owing to an over-crowded program one of Miss Simmons' lectures had to be omitted.

The P. A. of A. is to be congratulated on the wonderful scope they covered. Every possible side of photography was taken up and the lectures placed in the hands of the best talent.

The City of Atlanta did all in its power to entertain us, and the committees certainly "knew how." The special entertainment and ball at Atlanta Club Roof was charming in every way, and much credit is due the committee.

For the accommodation of all, the Women's Federation engaged a famous southern cook to provide luncheon daily at Convention Hall. This

was installed on a commission basis. Owing to the several luncheons provided by the Entertainment Committee the returns were small, but we feel the accommodation was great, and we are glad we made the effort.

We feel that the judging of the prints was most instructive to the individual and think the effect will be the improvement of future exhibits.

The manufacturers' exhibits were wonderfully interesting as well as instructive. On the whole we feel that the convention was a decided success and we congratulate the officers of the P. A. of A.

Friday afternoon and evening, June 19th, the exhibition of photographs was open to the public. Invitations having been sent to the general public by the local committee and the women's clubs of Atlanta by the Women's Federation.

Prior to the opening of the convention, the Carnegie Library placed on its walls a loan exhibit gathered by the Women's Federation, to stimulate interest in the national convention.

Friday, June 19th, there was a business meeting of the Women's Federation.

The meeting was called to order by the President, Miss Pearl Grace Loehr, of New York, at 9.30 A. M.

Communications were read from Miss Hallie Elizabeth Wilson, chairman of Section 1; Miss Belle Johnson and from our past President, Miss Katherine Jamieson, of Pittsburgh, Pa., expressing the deep regret they felt at being unavoidably absent from the convention this year.

The Secretary-Treasurer, Sara F. T. Price, of Philadelphia, then read the minutes of the last session at Kansas City, 1913.

Moved by Mary Carnell and seconded by Mrs. Ethel Standiford that minutes be accepted as read.

The President then called for the report of the various officers for 1914.

From the offices of the President, Vice-President, Secretary-Treasurer and several section chairmen, the reports were read and accepted, being chiefly the financial reports.

UNFINISHED BUSINESS.

At the meeting in 1913, a motion was put that a clause be inserted in the By-Laws covering life and honorary membership in the Women's Federation, and this motion was seconded by Miss Carlstead. Under Article 7 of the Constitution this motion was laid on the table until the business meeting, 1914.

On motion of Mary Carnell, of Pennsylvania, seconded by Pearl Taliaferro, of Mississippi, that a committee be appointed by the President to consider the matter of changing the By-Laws to conform to any change that might come up in the national platform.

The President appointed the following committee:

Mary Carnell, Philadelphia, Pa.; Katherine Jamieson, Pittsburgh, Pa.; Bayard Wootten, Newbern, N. C.

Mrs. Elliott, of Texas, moved that proposed change be submitted to the Board. Mrs. Gillam, of South Carolina, seconded this motion.

On motion of Mary Carnell, seconded by Mrs. Elliott, the changing of the By-Laws was laid upon the table to be taken up at the Board meeting, 1915. Carried.

The report of the Nominating Committee was then read by the chairman, Emme Gerhard.

For President, Maybelle D. Goodlander, Muncie, Ind.

First Vice-President, Clara Louise Hagins, Chicago, Ill.

Second Vice-President, Sara F. T. Price, Philadelphia, Pa.

Secretary-Treasurer, Bayard Wootten, Newbern, N. C.

There being no nominations from the floor they were unanimously elected.

Report of the Committee on Resolutions was then read by the chairman, Clara Louise Hagins, Chicago, Ill.

RESOLUTIONS ADOPTED BY COMMITTEE ON RESOLUTIONS WOMEN'S FEDERATION, P. A. of A.

ATLANTA, GA., JUNE 19, 1914.

First. That be it hereby *Resolved*, That we of the Women's Federation, P. A. of A., desire to express our thanks and appreciation to the Glenn Photo Stock Company, the Southern Photo Material Company, the Eastman Kodak Company, all local manufacturers and organizations and the photographic press for their many provisions for our entertainment during our stay in Atlanta, also Harry Fell for making it possible for all to enjoy the grand organ recital.

Second. That we of the Women's Federation of the P. A. of A. do most gratefully acknowledge the cordial support and generous credit extended to us by the Executive Board of the P. A. of A.

Third. That we of the Women's Federation of the P. A. of A. desire to express our deep regret that the illness of "Papa" Cramer prevented him from being with us, and that one of our most loyal workers, Miss Blanche Reineke, could not be in attendance.

Fourth. That we of the Women's Federation of the P. A. of A. wish to voice our sincere appreciation of the delightful welcome and hospitality extended to us by the Misses Mead, of Atlanta, the women of Atlanta and the local entertainment committee.

Fifth. That we of the Women's Federation of the P. A. of A. have a deep sense of regret that our former President, Miss Katherine Jamieson, could not be with us and wish to thank her for her most generous gift.

Sixth. That we of the Women's Federation of the P. A. of A. do hereby express our appreciation of the wise and untiring work of our officers and the chairmen of sections during their term of office.

NANA BERNHARDT, Spartanburg, S. C.
LOTTA MEAD, Atlanta, Ga.
MAUDE GOODLANDER, Muncie, Ind.
BAYARD WOOTTEN, Newbern, N. C.
CLARA LOUISE HAGINS, Chicago, Ill.
Committee.

A short discussion of the Circle and its benefits was brought up. The Treasurer's report was then read.

Balance in the treasury from January, 1914	$32.70
(This includes dues from seven members for 1914, $7.00.)	
Other membership dues, 1914	110.00
Exchanges on checks	.30
Received from P. A. of A. toward expenses (on account)	150.00
Restaurant receipts (commission)	18.01
Received from Miss Katherine Jamieson, Past President, toward expenses	10.00
Total receipts	$321.01
Amount paid out	208.68
Balance on hand	$112.33

BILLS PAID TO JULY 10, 1914.

Miss Pearl Grace Loehr, President, for office expenses during the year	$100.00
To printer for stationery sent to officers	74.93
Extra for stationery sent to officers	2.50
Printing and 500 postal cards	7.25
Miss Marbourg, of New York, for newspaper write-up	10.00
Printer in Atlanta for checks, placards, etc., for restaurant	6.50
To cashier for restaurant	7.50
	$208.68

A full financial report will be sent to the members of the Women's Federation later on, owing to several Section Chairmen failing to send in their expense account.

This report was accepted and the meeting adjourned until 1915 at Indianapolis, Ind.

(Signed) PEARL GRACE LOEHR, *President.*

Attest: SARA F. T. PRICE, *Secretary-Treasurer.*

The Members

Past Presidents of The Photographers' Association of America

Convention	Year	President	Address
Chicago, Ill.	1880	*J. F. RYDER,	Cleveland, Ohio
New York, N. Y.	1881	*JOHN CARBUTT,	Philadelphia, Pa.
Indianapolis, Ind.	1882	JOSHUA SMITH,	South Haven, Mich.
Milwaukee, Wis.	1883	J. E. BEEBE,	Denver, Colo.
Cincinnati, Ohio	1884	*J. H. KENT,	Rochester, N. Y.
Buffalo, N. Y.	1885	*JAMES LANDY,	Cincinnati, Ohio
St. Louis, Mo.	1886	W. H. POTTER,	Indianapolis, Ind.
Chicago, Ill.	1887	*G. CRAMER,	St. Louis, Mo.
Minneapolis, Minn.	1888	*E. DECKER,	Cleveland, Ohio
Boston, Mass.	1889	*M. MacMICHAEL,	New York, N. Y.
Washington, D. C.	1890	J. M. APPLETON,	Dayton, Ohio
Buffalo, N. Y.	1891	GEO. H. HASTINGS,	Haverhill, Mass.
No Convention	1892	*W. G. ENTREKIN,	Philadelphia, Pa.
Chicago, Ill.	1893	FRANCIS A. PLACE,	Boston, Mass.
St. Louis, Mo.	1894	ADAM HEIMBERGER,	New Albany, Ind.
Detroit, Mich.	1895	JOHN S. SCHNEIDER,	Columbus, Ohio
Celoron, N. Y.	1896	*R. P. BELLSMITH,	Cincinnati, Ohio
Celoron, N. Y.	1897	C. M. HAYES,	Detroit, Mich.
Celoron, N. Y.	1898	J. WILL KELLMER,	Hazleton, Pa.
Celoron, N. Y.	1899	*F. W. GUERIN,	St. Louis, Mo.
Milwaukee, Wis.	1900	S. L. STEIN,	Milwaukee, Wis.
Detroit, Mich.	1901	E. B. CORE,	New York, N. Y.
Buffalo, N. Y.	1902	GEO. M. EDMONDSON,	Cleveland, Ohio
Indianapolis, Ind.	1903	J. GEO. NUSSBAUMER,	Buffalo, N. Y.
St. Louis, Mo.	1904	C. R. REEVES,	Anderson, Ind.
Boston, Mass.	1905	GEO. G. HOLLOWAY,	Terre Haute, Ind.
Niagara Falls, N. Y.	1906	CHAS. W. HEARN,	Boston, Mass.
Dayton, Ohio	1907	C. J. VAN DEVENTER,	Decatur, Ill.
Detroit, Mich.	1908	FRANK W. MEDLAR,	Spencer, Iowa
Rochester, N. Y.	1909	FRANK R. BARROWS,	Boston, Mass.
Milwaukee, Wis.	1910	A. T. PROCTOR,	Huntington, W. Va.
St. Paul, Minn.	1911	GEORGE W. HARRIS	Washington, D. C.
Philadelphia, Pa.	1912	BEN LARRIMER,	Marion, Ind.
Kansas City, Mo.	1913	CHAS. F. TOWNSEND,	Des Moines, Iowa

President

Atlanta, Ga.	1914	MANLY W. TYREE,	Raleigh, N. C.

* Deceased.

By an act of the Convention, at Indianapolis, Ind., 1903, and the revised Constitution of 1909-1912, all presidents were made life members of this Association.

The Membership

Honorary Members

Sir Wm. de W. Abney, London, Eng.
R. Dührkoop, Berlin, Germany.
Prof. A. H. Griffiths, Detroit, Mich.
Elbert Hubbard, East Aurora, N. Y.
Gov. Eberhart, St. Paul, Minn.
F. F. Perez, Mexico.

Life Members

Appleton, J. M., Los Angeles, Cal.
Barrows, Frank R., 49 High St., Medford, Mass.
Core, E. B., 74 Landscape Ave., Yonkers, N. Y.
Edmondson, G. M., Euclid Ave., Cleveland, Ohio
Harris, G. W., 1311 F St., N. W., Washington, D. C.
Hastings, Geo. H., Newtonville, Mass.
Hayes, C. M., 246 Woodward Ave., Detroit, Mich.
Hearn, C. W., 374 Boylston St., Boston, Mass.
Heimburger, A., New Albany, Ind.
Holloway, Geo. G., Terre Haute, Ind.
Kellmer, J. W., Pittsburgh, Pa.
Larrimer, Ben, Marion, Ind.
Medlar, Frank W., Spencer, Iowa
Nussbaumer, J. Geo., 500 Main St., Buffalo, N. Y.
Potter, W. H., Indianapolis, Ind.
Proctor, A. T., Huntington, W. Va.
Reeves, C. R., 119 S. Burdick St., Anderson, Ind.
Schneider, J. S., Baker Gallery, Columbus, Ohio
Stein, S. L., 126 Wisconsin St., Milwaukee, Wis.
Townsend, Chas. F., Des Moines, Iowa
Van Deventer, C. J., Decatur, Ill.

Honorary Life Members

Pirie MacDonald, New York City
B. J. Falk, New York City
J. Ed. Rosch, St. Louis, Mo.
Andy Rosch, New Rochelle, N. Y.
G. Hanmer Croughton, Rochester, N. Y.

Active Members

This list of names represents members of the P. A. of A. who are in good standing as this annual goes to press.

Many there are who are in arrears for 1913 and 1914, and who are allowed reinstatement upon payment of these dues.

***The star appearing before names in this list is considered an Honorary Mark. It indicates that such persons have paid their dues regularly for five or more years.**

****A double star signifies that the dues have been paid regularly for ten or more years.**

**Abbott, F. E., 547 E. Main St., Little Falls, N. Y.
Abbott, W. R., Opelika, Okla.
*Aitken, J. T., 78 Pike St., Port Jervis, N. Y.
Alderman, S. L., Greensboro, N. C.
Alexander, J. E., Salsbury, N. C.
Alexander, Kenneth, 917 Seneca St., Seattle, Wash.
Allen, G. J., Winder, Ga.
Allen, Miss Katie, Wheatland, Wyo.
Allred, Jno., Jr., Toccoa, Ga.
Anderson, Geo. H., 428 5th Ave. No., Nashville, Tenn.
Anderson, John, Mankato Studio, Mankato, Minn.
Anderson, R. E., Thomasville, Ala.
*Arthur, J. L., 209 Main St., Streator, Ill.
*Askren, I. M., Casey, Iowa
**Atkins, E. M., 1948 N. Clark St., Chicago, Ill.
Austin, W. B., Charleston, S. C.
*Aune, S., Estrella Ave. and 23d St., Los Angeles, Cal.
Bacon, Frank T., 1030 Chestnut St., Philadelphia, Pa.
Baker, W. H., Washington, N. C.
Barnes, P. B., Union, S. C.
*Bass, W. H., 308-310 S. New Jersey Ave., Indianapolis, Ind.
*Beach, Howard D., 469 Virginia St., Buffalo, N. Y.
**Beals, W. L., Middleboro, Mass.
Bedow, Arthur P., 1707 Bienville Ave., New Orleans, La.
Bell, H. Lee, 14½ Palafox St., Pensacola, Fla.
Bell, Miss Zelda M., Girard, Kans.
*Bellinger, Harry, Mt. Pleasant, Mich.
*Bellinger, J. A., Lakefield, Minn.
**Benjamin, I., 130 4th St., Cincinnati, Ohio

Active Members of the Photographers' Association of America

**Benke, H. C., 1305 Washington St., Manitowoc,Wis.
Bernhardt, H., Spartanburg, S. C.
Berry, John F., care Berkley Studio, Stanton, Va.
**Bill, Frank R., 746 Euclid Ave., Cleveland, Ohio
*Bill, J. A., 130 W. 4th St., Cincinnati, Ohio
**Billings, E. T., 501 Monument Sq., Racine, Wis.
**Bissell, L. H., Effingham, Ill.
Blackburn, V., Valdosta, Ga.
Blair, L. W., Merritt, Fla.
Blanchard, W. L., Columbia, S. C.
Blasing, Bert L., 1230 16th St., Denver, Colo.
*Blum, Eduard, 32 S. Wabash Ave., Chicago, Ill.
Bock, Leo H., Lyndbrook, Long Island, N. Y.
Boeger, C. J., 707 Kansas Ave., Topeka, Kans.
Bolsius, E. H., 15 Vendbie St., Atlanta, Ga.
Bootb, Fred., 181 George St., Toronto, Ont., Can.
Boozer, Virgil R., Lake City, Fla.
Bordeaux, D. J., 486 Main St., Springfield, Mass.
Borry, J., Thief River Falls, Minn.
**Bowles, Mrs. E. A., 123 Biddle Ave. No., Wyandotte, Mich.
Bowles, W. R., Hopkinsville, Ky.
Boy, S. A., Bristol, Tenn.
Boyd, F. L., Hutsonville, Ill.
Boyle, Frank A., Mobile, Ala.
Boyles, W. H., Jr., 711 S. Gas St., Knoxville, Tenn.
Bradley, Eugene A., Georgetown, Ky.
Bradley, Miss Katherine Stout, Georgetown, Ky.
*Brakebill, Jas. H., 522 Gay St., Knoxville, Tenn.
Breckon, W. O., Forbes and Atwood Sts., Pittsburgh, Pa.
**Bretzman, Chas. F., 22½ N. Pennsylvania St., Indianapolis, Ind.
Bridwell, Arthur, Baldwin, Kans.
Brock, N. A., Asheville, N. C.
Brown, Ernest W., 422½ S. 4th Ave., Louisville, Ky.
Brooks, W. E., 127 N. Bell St., Shawnee, Okla.
**Brown, C. H., 323 S. 12th St., San José, Cal.
Brown, Fred. A., 858 Purchase St., New Bedford, Mass.
Browne, Clarence I., 1218 Elm St., Dallas, Texas
Buck, G. V., 1113 F St., N. W., Washington, D. C.
*Buckley, L. J., Binghamton, N. Y.
Buehman, A. R., Tucson, Ariz.
Bunker, Ada, Butler, Ind.
Burke, J. W., Manchester, Ga.
Burnitt, John T., Selma, Ala.
Butler, Mrs. W. E., Bismark, N. D.
*Buxbaum, I., 1031 Broadway, Brooklyn, N. Y.
Caldwell, C. A., Wetmore, Kans.
**Call, W. R., 913 Elm St., Manchester, N. H.
Campbell, J. C., Honeapath, S. C.
Cargille, C. E., Johnson City, Tenn.
**Carl, R. E., 7th and Vine, Cincinnati, Ohio
*Carlson, A., Eveleth, Minn.
**Carnell, Mary, 3731 Spruce St., Philadelphia, Pa.
Carnes, E. M., Monroe, Ga.
Carr, June H., Gaffney, S. C.
Cawthon, T. Hope, Florala, Ala.
Cayce, Edgar, Selma, Ala.
Chambers, W. J., Montgomery, Ala.
*Clark, Frank Scott, 654 Woodward Ave., Detroit
Clarke, W. D., 301 King St., Charleston, S. C.
**Clarke, L. F., Aylmer West, Ontario, Canada
Claus, George, 100-102 Grand Ave., Eau Claire, Wis.
Clifton, A. V., 30½ Whitehall St., Atlanta, Ga.
Clinkenbeard, W. H., Aberdcen, Wash.
Coble, W. M., Kingston, N. C.
**Cole, O. W., 317 Main St., Danville, Va.
Coleman, Herbert, Montgomery, Ala.
*Coller, J. Lester, Tecumseh, Mich.
**Collins, Joel, Oberlin, Ohio
Cones, J. W., San Antonio, Texas
**Conklin, Mrs. C., 46 Union St., Newark, N. J.
Cooke, L. C., Charlotte, N. C.
**Coovert, J. C., 67 N. Main St., Memphis, Tenn.
Corbitt, E. F., Nashville, Tenn.
Corbitt, J. C., Nashville, Tenn.
Coursen, W. L., Daytonia, Fla.
**Courtright, O. C., Des Moines, Iowa
Cross, W. L., Jacksonville, Fla.
*Crow, F. W., Maryville, Mo.
Crowell, Bert, Rochester, Minn.
Cummings, Geo. W., Andalusia, Ala.
Cummins, A. A., St. Augustine, Fla.
Cusick, J. L., 415 S. 4th Ave., Louisville, Ky.
Cutler, George H., 5th and Johnson Sts., Winona, Minn.
Dahlgren, R. E., Winter Haven, Fla.
Dalton, H. A., Montrie, Ga.
Daniel, A. F., Jackson, Miss.
Death, Harry, Covington, Ga.,
*De Groat, A. B., Advocate Block, Bath, N. Y.
Deibert, W. H., West Superior St., Munising, Mich.
Denning, Miss May, 414 Wyatt St., Chattanooga, Tenn.
Dishinger, C. W., Mobile, Ala.
Dillon, Jas. L., 1017 Chestnut St., Philadelphia, Pa.
Dixon, G. H., Liberal, Mo.
Doln, M. J., May Cross, Ga.
*Donaldson, C. A., Wahpeton, N. D.
Donaldson, Mrs. C. A., Wahpeton, N. D.
Donnelly, W. F., 1062-1064 Chapel St., New Haven, Conn.
Doss, J. H., Winfield, Ala.
**Doty, E. E., 42 N. Washington Ave., Battle Creek, Mich.
**Dozer, L. A., Bucyrus, Ohio
Drace, C. W., Greer, S. C.
Dunnington, W. W., Weston, W. Va.
Durham, R. L., Depot St., Latrobe, Pa.
*Dworshak, Lewis, 105 W. Superior St., Duluth, Minn.
Dyal, Will, Main St., Mt. Pleasant, Iowa
Earp, A. J., Winchester, Ky.
Easter, Frank, Eskridge, Kans.
Eblen, Newton C., 119 Peachtree St., Atlanta, Ga.
Edmonston, D. B., 1407 F St., Washington, D. C.
Eddy, R. W., Catlettsburg, Ky.
Edwards, Chas. H., 25 Laura St., Jacksonville, Fla.
Edwards, R. H., Shawnee, Okla.
Eitner, Karl, 107 S. 16th St., Omaha, Neb.
Eklund, H. C., Central Ave., Great Falls, Mont.
Elbrick, Wm. F., 210 5th Ave. No., Nashville, Tenn.

Active Members of the Photographers' Association of America

**Elliott, Martyn, Austin, Texas
*Elliott, Mrs. Martyn, Austin, Texas
*Ellis, William Shewell, 1628 Chestnut St., Philadelphia, Pa.
**Esson, Jas., Preston, Ontario, Canada
Fawkner, Frederick P., Cairo, Ill.
**Feldman, Fred J., El Paso, Texas
Fields, J. H., Fayetteville, Ark.
Finn, A. J., Jefferson, Iowa
**Fisher, G., 10-12 Kenmore St., New York City
Flora, J. G., Bessemer, Ala.
*Foltz, Geo. R., 116 Bull St., Savannah, Ga.
Foreman, Mrs. S. O., Ashburn, Ga.
Foust, O. V., Wilson, N. C.
Fowler, O. V., Carrollton, Ga.
Fowler, S. L., Newman, Ga.
*Franklin, Alton W., 1 W. 5th, Charlotte, N. C.
**Frey, Carl K., 11 Broad St., Utica, N. Y.
Fromm, Richard, Trinidad, Colo.
Gable, Robert B., Altoona, Pa.
Gallagher, C. D., Ely, Nev.
*Galbraith, C. H., 1231 Washington Ave. N., Minneapolis, Minn.
**Gallichan, H. W., Gravenhurst, Ontario, Canada
Gardner, C. Smith, De Land, Fla.
Gardner, Jared, Rockland, Mass.
Gardner, Miss W. A., Aliceville, Ala.
Geiger, C. C., Boaz, Ala.
*Georg, Victor, The Blackstone, Chicago, Ill.
*Gerhard, Emme, Olive St., St. Louis, Mo.
*Gerhard, Mamie, Olive St., St. Louis, Mo.
Gibbons, J. H., 24 N. Main St., Chambersburg, Pa.
Gidwell, C. W., 30½ Whitehall St., Atlanta, Ga.
Giffin, J. E., Wheeling, W. Va.
**Gilbert, C. H., Independence, Iowa
Gillam, M. E., Morganton, N. C.
Glines, J. L., Ironton, Ohio
*Gloege, E. H., Monroe, Wis.
**Goldensky, Elias, 1705 Chestnut, Philadelphia, Pa.
**Golling, Ben. C., Ryan Bldg., St. Paul, Minn.
*Goodlander, Maud, Muncie, Ind.
*Goodlander, Maybelle, Muncie, Ind.
Gray, Sam'l R., Main and Coulter Sts., Germantown, Philadelphia, Pa.
Grebe, Arthur E., Scottsbluff, Neb.
Greene, William P., Muskogee, Okla.
Gribble, J. R., Rockmart, Ga.
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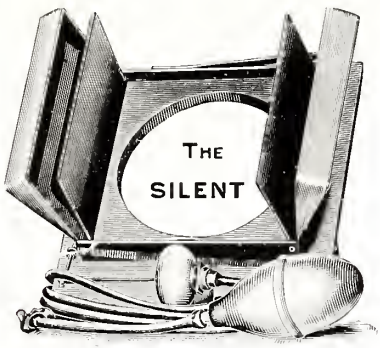

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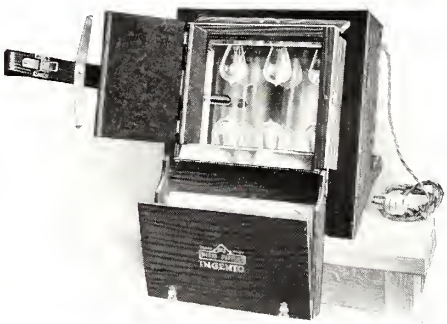

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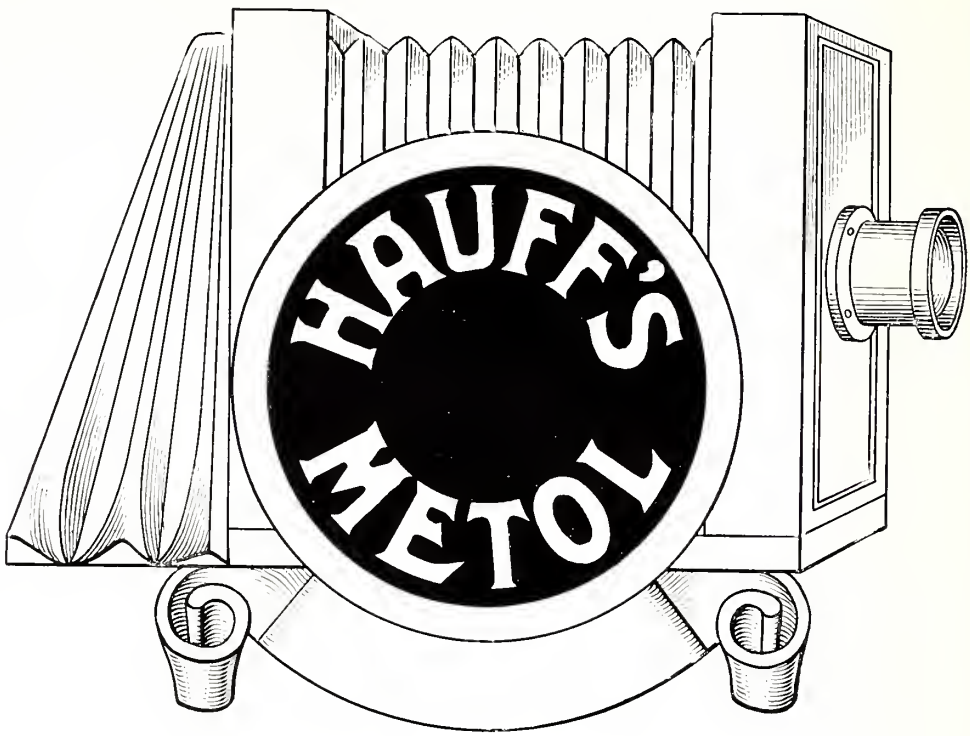

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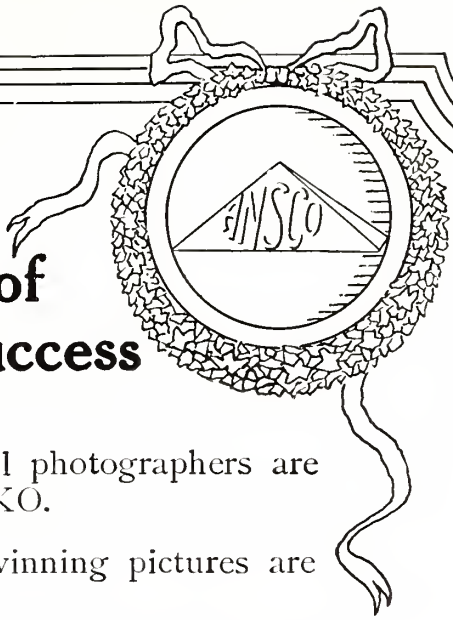

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All the snappy lights and gradations of white draperies, so often destroyed by halation, are preserved in the negative made on Portrait Film. In home portraiture, negatives may be made directly against a window without showing halation, while in commercial work there are numberless instances where film results are superior to those of plates.

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Buy it in its most convenient form—crystals.

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Is easy to handle—
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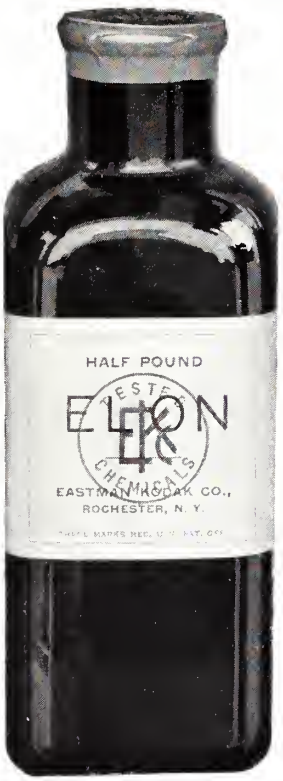

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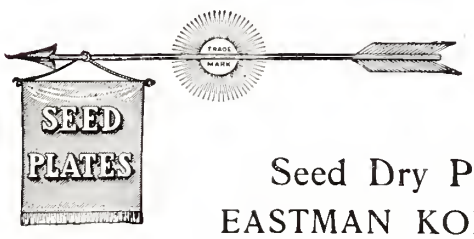
Use Seed 30 Gilt Edge Plates for portraiture and secure the best results under all conditions.



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Leaves no uncertainty as to its worth. Its texture, tone and general effect combine to give it the richness and quality of a rare old etching. And such quality is appreciated by those very customers who can afford the best.

Warm black prints with cold bath on ETCHING EB BLACK—rich Sepias with hot bath on ETCHING ES SEPIA.

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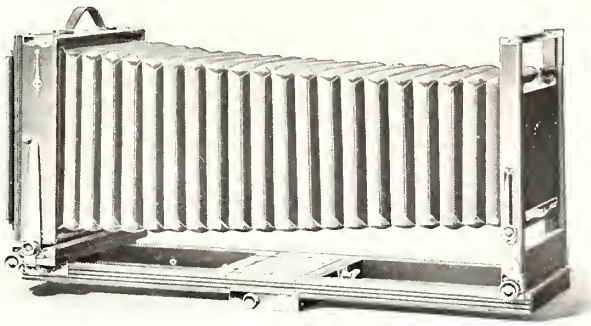

EASTMAN VIEW CAMERAS, No. 1 and No. 2

Improved Models of Empire State and Century View Cameras.

Our many years experience in the manufacture of View Cameras has been concentrated in producing the Eastman View Camera in two models which combine every possible convenience of practical value. Special attention is called to the Complete Outfits, which offer unusual value for so small an outlay.

The Eastman View Camera No. 1 is the most substantial, convenient and reliable camera on the market, for the money. The mission finish of the wood is both pleasing and novel and in perfect harmony with the black bellows and oxidized metal parts.

The camera has double extension, front and back focus, rising front with rack and pinion, large front board, double swing back, reversible back with vertical cut-off board for making two negatives on one plate, automatic bellows support and carrying case accommodating camera, six plate holders and tripod.

The Eastman View Camera No. 2 combines every adjustment of practical value, with strength, rigidity and handsomeness of design. The camera proper is of solid mahogany, hand-finished, the extensions being of cherry for its greater strength.

The extensions are extra heavy, standards large and rigid, corners dovetailed and reinforced with brass, front board is large and rising and falling front, vertical and horizontal swings and front and back focus are all actuated by rack and pinion. The back may be racked as close to the front as desired, a sliding tripod block permits placing the center of weight directly over tripod head, the back is reversible and both horizontal and vertical cut-out boards are supplied.

The bellows, of genuine leather, has automatic support to prevent sagging, extensions are firmly locked by quarter turn of a key, while two clamp catches insure rigidity. All nuts controlling adjustments are on right side—binding nuts on left. The canvas case accommodates camera, six holders and tripod.

This is undoubtedly the most efficient, as well as the handsomest camera of the kind ever placed on the market.

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Eastman View Camera No. 1, with case and holder, -	$19.00	$21.00	$23.00
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Complete Outfit No. 1, with Rectigraphic instead of Symmetrical lens, - - - - - -	45.00	55.00	65.00
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* Eastman View Complete Outfits include: Camera, Symmetrical lens, Double Valve Auto Shutter, six Plate Holders, Combination Tripod, R. O. C. Focusing Cloth and Case to hold complete outfit.

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